Relational intelligence, emotional intelligence and subjective wellbeing

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Abstract

We investigate the hypothesis that relational and emotional intelligence are critical determinants of subjective wellbeing—both cognitive (life satisfaction) and eudaimonic (sense of meaning)—due to their central role in solving social dilemmas and managing the interplay between emotional and rational decision-making processes. We conceptualize and construct composite indices for relational and emotional intelligence and empirically test their associations with subjective wellbeing using multivariate econometric models, while also addressing the non-random income non-response bias with a sufficient condition methodology.

Our findings reveal that both relational and emotional intelligence are positively and significantly associated with life satisfaction and life meaning, with only a few exceptions. We demonstrate that, under plausible parametric assumptions, these associations are strong enough to constitute sufficient conditions for subjective wellbeing. Specifically, the probability of reporting high life satisfaction increases substantially—by over 20%—with higher emotional intelligence, while both forms of intelligence exhibit strong predictive power for experiencing a strong sense of life purpose.

The robustness of our results is confirmed across alternative model specifications and addressing further the endogeneity problem with a generalised structural equation model using valid instrument. These results suggest that investments in soft skills—often undervalued relative to cognitive competencies—have substantial implications for personal wellbeing and social cohesion. Our study provides empirical support for integrating relational and emotional intelligence development into educational curricula, workforce training, and public health strategies aimed at promoting holistic wellbeing.

Keywords: relational intelligence, emotional intelligence, life satisfaction, life meaning, subjective wellbeing

JEL numbers: **A13** – Relation of Economics to Social Values; **D64** – Altruism; Philanthropy; Intergenerational Transfers; **Z13** – Economic Sociology; Economic Anthropology; Social and Economic Stratification; **J24** – Human Capital; Skills; Occupational Choice; Labor Productivity; **D87** – Neuroeconomics;**C36** – Instrumental Variables (IV) Estimation.

1. Introduction

The frontier of research in economics and social sciences is increasingly acknowledging the importance of relational and emotional intelligence for subjective wellbeing.

Economics originally modelled human beings as homines economici with purely self-regarding preferences and utility functions increasing in their own payoffs. However, life results are crucially shaped by encounters and interactions among individuals with unique, complementary non overlapping skills. Equilibria of game theoretical models and decades of empirical evidence in behavioral economics have highlighted that social dilemmas, thin markets and coordination failures are a dominant characteristic of our economic and social life. Prisoner's Dilemmas, Trust Investment, Herd Hunt and Traveler Games ((Axelrod, 1984; Berg et al. 1995; Basu, 1994; Tomasello, 2012)) show that deviation from the homo economicus behavior through the development of cooperative skills leads to higher payoffs. Unfortunately, cooperation requires trust, a form of social risk since it implies putting oneself into the hands of a counterpart without legal protection. Under asymmetric information and incomplete contracts the Nash equilibrium arising from the interactions among homines economici leads to a suboptimal outcome which is Pareto dominated by that achievable with cooperative strategy.

We define relational intelligence as the set of qualities and characteristics allowing individuals to overcome these problems and therefore solve social dilemmas by creating meaningful and productive relationships with other human beings which are the basis of cooperation and interpersonal social capital. The research hypothesis of our paper is that relational intelligence significantly and positively affects our subjective wellbeing since it is a key driver that can crucially contribute to get out from the socially inefficient equilibrium of game theoretic social dilemmas toward the highest socially efficient outcome.

A second characteristics of homines economici is that they are modelled as fully rational, meaning that they can articulate goals consistent with their preferences and enact strategies that are effective means to achieve these goals without emotional interferences. Behavioral and experimental results from prospect theory however show that we have two systems (System 1 based on emotions and System 2 based on rationality) and most of our decisions are taken based on System 1 bringing us away from the projected goals (Kahneman, 2002, 2003 and 2011; Kahneman and Tversky, 1973, 1979 and 1984; Tversky and Kahneman 1974)).

Emotional intelligence can therefore be defined as the set of characteristics allowing individuals to recognize, understand, manage, and influence emotions in oneself and others, and to optimize the interplay between the emotional and rational system. We assume in our second research hypothesis that emotional intelligence allows us to manage better our emotions and their interplay with our rational dimension, and to interpret better emotions of others, thereby positively affecting subjective wellbeing.

Hinging on the above-described concepts of relational and emotional intelligence our paper provides an original contribution to the literature by testing with two methodologies (multivariate econometric analysis and sufficient conditions) whether the two have a significant effect on subjective wellbeing under its two main cognitive and eudaimonic measures of life satisfaction and life sense.

To the best of our knowledge, this is the first paper in economics to jointly examine the roles of emotional and relational intelligence in determining life satisfaction using an econometric approach. Unlike prior studies rooted in psychology or management, we employ an economic utility-based framework and robust econometric methods to estimate and interpret the joint influence of these non-cognitive traits on well-being

Our econometric findings from multivariate analysis show that the composites of emotional and relational intelligence are positively and significantly correlated with our two selected measures of subjective wellbeing (life sense and life satisfaction). More specifically, with reference to multivariate econometric analysis, we find that a one percent change in emotional intelligence from its mean is associated with a 20.3 percent higher probability of declaring a level of life satisfaction higher than 6, and with a 4.6 (2.2) percent higher probability of declaring that life has a lot of sense.

We repeat our test by identifying sufficient conditions. Following Becchetti and Bova (2025) a given realisation of the variable X is a statistical sufficient condition for the given realisation of the variable Y when, within a minimal error threshold, (i) if that realisation of X materializes then the given realisation of Y follows and (ii) if the given realisation of Y does not occur then that of X did not happen. The best analogy to understand sufficient conditions is thinking to a player kick to the ball. The player kick to the ball is a sufficient condition for the ball to move (that is, the player kick to the ball is always associated to a movement of the ball and, if the ball does not move, it implies that the player has not kicked the ball). Sufficient conditions have three side conditions. First, if the ball does not move it means that the given player has not kicked the ball. Second, if the ball moves it does not mean that it has been kicked by that given player. Third, if that given player does not kick the ball, it does not mean that the ball does not move.

With reference to sufficient conditions in our empirical paper we find that high emotional intelligence is a sufficient statistical condition not to be unsatisfied at a 95% significance level. Similarly, our findings show that high relational intelligence is a sufficient statistical condition not to be unsatisfied at 90% significance level.

In a similar manner, high relational and high emotional intelligence have been also tested positively as statistically sufficient conditions for preventing a low sense of life. We finally further address the endogeneity problem with an instrumental variable approach by estimating a generalized structural equation model where relational and emotional intelligence are jointly instrumented and find that our main results are confirmed.

Our findings have relevant observational and policy implications (if interpreted in sense of causality). A relevant suggestion is that investment in relational and emotional intelligence (a soft skill often neglected in favor of hard competences) is crucial to achieve subjective wellbeing and as such it deserves ad hoc policies to ease it. Our findings therefore reinforce the value of integrating soft skills training—particularly emotional and relational intelligence—into public education, workforce

development, and mental health policy frameworks. These skills not only improve individual wellbeing but also facilitate social cooperation and collective welfare.

2. Survey of the literature

2.1 Relational intelligence

We define relational intelligence as the capacity of individuals and organizations to create, manage, and nurture meaningful and productive relationships. As organizations increasingly rely on informal mechanisms of coordination and motivation, relational intelligence becomes a core capability—one that complements cognitive and technical competencies by addressing the social dimension of organizational life (Goleman et al. 2013; Gardner et al., 2012).

Drawing on game theory theoretical tenets, the cornerstone of relational intelligence lies in the capacity of solving social dilemmas (i.e. as in Prisoner's dilemmas or Trust Investment games) overcoming the limits of homo economicus and its suboptimal Nash equilibria, Overcoming the behavioral assumptions of *homo economicus*, relational intelligence enables agents to act with other-regarding preferences, deploying cooperative skills that trigger feedback loops of trust, trustworthiness, gratitude, and reciprocity (Fehr and Gächter, 2000; Ostrom, 1998). These dynamics form the foundations of interpersonal and organizational social capital, fostering sustained collaboration and mutual commitment. Examples of these skills are "gift exchange" strategies, namely unexpected acts of care or generosity that can elicit worker loyalty and discretionary effort, forming a "loop of gratitude" that enhances productivity (Akerlof, 1984). An historical example of it is Henry Ford's historical wage reform that reduced turnover and amplified profits—an early real-world experiment in organizational relationality (Raff and Summers, 1987)

At its core, relational intelligence is crucial as most of human relationships occur in non-contractual domains: it operates effectively where formal rules are limited, and emotional, social, and moral intelligence fill the gaps (Granovetter, 1985; Nahapiet and Ghoshal, 1998). By solving social dilemmas under asymmetric information and incomplete contracts, trust built through relational gestures—"gifts"—allows organizations to overcome zero-sum logic and unlock cooperative surplus (superadditivity).

The broader implication of these results in the literature is that relationality is not an idealistic add-on but a strategic lever. In a labor market increasingly shaped by demographic decline and values-driven younger generations, firms that fail to embed relational intelligence risk higher turnover, low workers intrinsic motivations, reputational harm, and stagnant performance. Conversely, those that foster intrinsic motivation, participation, and perceived generativity (i.e., social impact) have significantly higher performance (Becchetti et al. 2024; De Neve et al. 2023; Edmans, 2011; Edmans et al., 2023; Edmondson and Lei, 2014).

Firms that cultivate relational skills—such as empathy, fairness, and open communication—can therefore outperform competitors not only on hard metrics (e.g., return on assets, retention rates) but

also on soft outcomes (e.g., engagement, well-being) (Helliwell and Huang, 2010; Colle and York, 2009). Relational intelligence thus acts as a catalyst for superadditive performance, where the value of cooperative interaction exceeds the sum of individual contributions.

2.2 Emotional intelligence

The most relevant contribution of Prospect theory in behavioral economics is the acknowledgement that humans take decisions influenced by two (System 1, the emotional and System 2, the rational) systems (Kahneman, 2002, 2003 and 2011; Kahneman and Tversky, 1984; Tversky and Kahneman 1974). This contribution challenged the traditional assumption, implicit in most economic models, where individuals are modelled as having only System 2 and taking their decisions based only on the rational side. We must acknowledge, as most empirical evidence documents, that it is not the case and realize that emotional intelligence becomes a key driver of human success.

In this framework the role of Emotional intelligence becomes essential. Emotional intelligence (EI) refers to the ability to recognize, understand, manage, and influence emotions in oneself and others, and to optimize the interplay between the emotional and rational systems. Social and emotional skills such as emotional regulation, empathy, and cooperation are vital for participation and long-term well-being (Chernyshenko et al. 2018).

The very popular concept of resilience is inherently an emotional intelligence virtue since it ensures that individuals can recover as soon as possible and regain rational behavior after a negative emotional shock (Becchetti et al. 2024). Within economic literature, EI is increasingly seen as a non-cognitive skill that impacts labor market outcomes, entrepreneurial success, negotiation skills, and leadership effectiveness. Emotional intelligence therefore contributes directly to how individuals navigate complex interpersonal environments and adapt to stress, uncertainty, and collaborative settings. In this sense it can be seen as a fundamental complement of our other key variable of interest (relational intelligence).

Recent empirical work underscores the value of EI in enhancing decision-making and workplace adaptability. Matjie (2025) explores how leaders with high EI are more effective at motivating teams, resolving conflicts, and fostering innovation in volatile economic environments. Similarly, Khudozhnikova and Redondo-Cano (2025) provide a systematic review showing that emotional competencies correlate strongly with organizational commitment and job satisfaction, two predictors of long-term productivity and employee retention.

Collectively, these findings position emotional intelligence not merely as a psychological trait, but as a critical economic and social resource, shaping the effectiveness of individuals and institutions alike.

3. Research hypothesis

The research hypothesis tested in our paper is that emotional and relational intelligence are crucial soft skills affecting the quality of our relational life, our social and economic success and therefore our cognitive (life satisfaction) and eudaimonic (life sense) subjective wellbeing.

What considered above in the definition of the two forms of intelligence and in the short survey of the literature can help us to understand why.

Relational intelligence, by helping to solve social dilemmas, leads individual to achieve Pareto superior equilibria in human relationships under the reasonable assumption that the latter occur in a framework of asymmetric information and incomplete contracts among counterparts having non overlapping complementary skills. The outcome is higher payoffs and the enjoyment of a higher quality of relational life. Both factors are crucial for life satisfaction and life sense. At the same time, for the reasons explained above, and in a dynamic perspective, relational intelligence makes cooperative equilibria more resistant and stable over time. This leads us to formulate the following null hypothesis that we expect to be rejected

Ho1: relational intelligence does not affect life satisfaction and life sense

Under the assumption that human learning and decisions occur across the complex interplay between the emotional and the rational system, ability to recognize, understand, manage, and influence emotions in oneself and others are crucial for subjective wellbeing due to a direct and an indirect effect. The direct effect is that a better emotional reaction to life shocks positively affects per se cognitive and eudaimonic wellbeing. To make an example more resilient individuals have superior capacity to recover, relaborate and move back to pursue their life goals after a negative shock has hit their life and emotions. The indirect effect is that emotional intelligence (intended as the capacity to manage one's own emotions and interpret those of others) can play a very important role in enhancing the capacity of relational intelligence to generate cooperative equilibria and quality of relational goods. This leads us to formulate the following null hypothesis that we expect to be rejected.

Ho2: emotional intelligence does not affect life satisfaction and life sense

4. Data and econometric findings

When selecting components to create our composite relational intelligence composite we consider that solutions to social dilemmas in Prisoner's dilemmas and Trust Investment Games require interpersonal trust. Interpersonal trust implies putting oneself in the hands of another person without legal protection (Bohnet et al. 2003). The reputation of trustworthiness of the counterpart is therefore crucial to convince the other player to take the risk and activate trust. The gift exchange model shows that trustworthiness can be generated by a gift (doing more than what the counterpart expects from you). The gift can generate gratitude and trigger reciprocity from the counterpart, thereby activating an exchange. When this happens the two individuals experience and create a fruitful relationship and can move into a situation in which betraying the counterpart destroys the relationship and is more costly than not doing it.

Based on these mechanisms well established in the literature i) listening attitude, ii) gratitude, iii) acknowledgement of the contribution of the other, iv) reciprocity and v) gift giving are, under our

hypothesis, essential components of relational intelligence. We therefore introduce them as individual components in our relational intelligence composite. Note that in this process there is one component that is costly for the individual (gift giving) but essential to activate the process.

The other type of intelligence of our interest, emotional intelligence, has been defined as the set of characteristics allowing individuals to recognize, understand, manage, and influence emotions in oneself and others, and to optimize the interplay between the emotional and the rational system.

To measure it, we therefore use as individual components non verbal language (awareness of non verbal messages sent and received), empathy and timeliness in understanding when to talk with others as measures of the capacity of recognize, understand, manage, and influence emotions in others. Moreover, good mood, thinking positive, putting enthusiasm in what we do, and resilience are key factors for the capacity to recover in presence of shocks and avoid that bad emotions weaken rational behavior and the pursuit of one's own goals. They therefore play an important role to recognize, understand, manage, and influence emotions in oneself and others.

Our data come from a survey we run on a sample of 5359 units created with CATI (Computer-Assisted Telephone Interviewing). Stratification variables are gender, age class, job status and geographical location. Variable legend and descriptive statistics are provided in Tables 1 and 2, while distributions of the two dependent variables (life satisfaction and life sense) are provided in Figures 1 and 2.

We test our research hypotheses on the following benchmark specification

$$SW_i = \alpha_0 + \alpha_1 Relational\_Int_i + \alpha_2 Emotional\_Int_i + \alpha_3 Female_i + \alpha_4 Age_i + \alpha_5 Age^2{}_i + \alpha_5 D\_Stable\_Rel_i + \sum_a \beta_a D\_Children_{a,i} + \sum_b \gamma_b D\_Education_{b,i} + \sum_c \delta_c D\_Work\_Status_{c,i} + \sum_d \theta_d D\_Income_{d,i} + \sum_f \lambda_f S\_Illness_{f,i} + \sum_g \mu_g D\_SAH_{g,i} + \sum_h \xi_h Region_{h,i} + \varepsilon_i$$

where SWi is the subjective wellbeing dependent variable being alternatively life satisfaction or life sense. Our main regressors of interest for testing our research hypotheses are the two relational and emotional intelligence composites (*Relational_int* and *Emotional_Int*). Controls include gender, age and age squared, stable relational status, dummies for number of children, education, work status and income class dummies, self-assessed health, declared pathologies, and regional fixed effects. Given the discrete qualitative nature of our dependent variable the model is estimated with ordered probit and robust standard errors.

An important issue in our sample is represented by the fact that almost half of respondents do not want to declare their income. It is reasonable to believe that this reveals a MNAR (missing not at random) problem since missingness is likely to depend on both observed (ie. education) and unobserved (the same income) variables. Our assumption is that respondents do not want do declare income because those who feel too poor do not feel comfortable to report, while those who are too

rich want privacy for tax or other reasons. As is well known multiple imputation and FIML methods do not solve the potential bias. We therefore prefer to use the simple and informative model where those not reporting income are included with a dummy, followed by a robustness check where we exclude them from the sample.

Our findings in the full sample including those who did not reported income show rejection of the null in three cases out of four (Table 3, columns 1 and 2).[1] The case of lack of significance is relational intelligence with life satisfaction. In terms of magnitude a unit increase from the mean value of emotional intelligence raises by 20.3 percent the probability of declaring a level of life satisfaction above 6. The probability of declaring the highest level of life sense is increased by 2.2 and 4.6 percent by a one-unit increase of relational and emotional intelligence respectively. To evaluate the economic significance of our effect we calculate the impact of a change from the minimum to the maximum value of emotional and relational intelligence on the probability of declaring a high level of life satisfaction (life satisfaction higher than 6). We find that, based on the estimated coefficient, such a move raises by 53 percentage points the probability of declaring oneself very satisfied in case of emotional intelligence and by 19 percentage points in case of relational intelligence.

In the robustness check where we exclude those not reporting income all the four research hypotheses are rejected since also relational intelligence has a positive and significant correlation with life satisfaction (Table 4).

Consider as well that, in the unrestricted estimate, those who do not report income report a significant more negative level of life satisfaction. An interpretation could be that non reporters give a lower value to transparency and disclosure, put higher weight on social status and less value on tax compliance. All of these variables are likely to be negatively correlated with life satisfaction.

Another interesting result is when we repropose our estimates using the individual components of relational and emotional life satisfaction. Our findings show that all of them are positive except for gift attitude and empathy that are negative and significant (Table 3, columns 3 and 4). The negative coefficient on empathy and gift giving can be consistent with a threshold effect, where high levels of empathetic sensitivity and/or gift giving—particularly when not matched by self-regulation—lead to emotional depletion or stress contagion. This points to a more nuanced understanding of emotional intelligence, where *balanced* empathy rather than raw emotional impact may be the key to wellbeing.

Another way to deal with the problem of the potential bias arising from non-reported income is to use a methodological approach focusing only on our main variables of interest (relational and emotional intelligence, life satisfaction and life sense). This is what we do in the next section by developing an original approach to sufficient conditions.

5. Relational and emotional intelligence as sufficient conditions for subjective wellbeing

So far we argued that relational and emotional intelligence are positively correlated with life sense and life satisfaction. In a sense, we expect that life sense and life satisfaction will grow if we increase

[1] The tables report the most relevant results. Detailed regression findings are provided in the Appendix.

these two forms of intelligence. However, the observed correlation does not imply causation. To further explore the relationship between these variables we run a sufficient condition (SC) statistical test (Becchetti and Bova, 2024) and its expansion (Bova, 2025).

We consider that X is a sufficient condition of Y when (*Modus Ponens*), if X is true, then Y is true and when (*Modus Tollens*), if Y is false, then X is false. Both *Modus Ponens* and *Modus Tollens* propositions must be tested true to have a statistical sufficient condition (Becchetti and Bova, 2024).

Consider Y and X as being Boolean variables assuming either true or false. Defining a third variable, say Z, as Z=-X, and test if Z is a SC of Y is valid, as it is defining G=-Y and test X SC of G. For the same reason, -X → Y, X →-Y, and -X → -Y are all valid possibilities. Changing sign of a variable within the *modus ponens* affects the sign of the variables in *modus tollens*. Specifically, following Bova (2025), we have four possible types of SC deriving from negations:

- "ad" for X→Y (X true→Y true, Y false → X false),
- "bb" for X→-Y (X false → Y true, Y true → X false),
- "cc" for -X→-Y (X false →Y false, Y false → X false),
- "da" for -Y→-X (Y false → X false, X true → Y true).

Only SC of bb-type was tested true in our data. Two variables, say X and Y, are related by a bb-type sufficient condition if X being true then Y is false, and if Y is true then X is false.

We provide statistics on SC bb-type related to relational and emotional intelligence, on the one side, and life satisfaction and life sense, on the other side, in Table 5, with intervals description for the two relevant variables in Table 6. The statistics we look at are the number of occurrences of X and -Y (N), and the error (E) in the correspondence demanded by the SC (i.e., how many times X is not associated to -Y, and how many times Y is not associated to – X for a given individual).

Table 5 shows results for bb-SC relationships.[2] These findings highlight that non high emotional intelligence is a bb-type SC for both low life satisfaction and low sense of life at 5% p-value. High relational intelligence has the same result but only at a 10% p-value. Hence, emotional intelligence has a higher significance, but both are significant.

The SC result can be intended as "relational and emotional intelligence habilitating for life satisfaction and sense". Specifically, our results show that:

- High levels of relational intelligence (10% p-value) or emotional intelligence (5% p-value) are SC not to have low levels of life sense. Hence, to have a high level of relational intelligence or emotional intelligence is sufficient to have not a low level of life sense. In other words, high relational intelligence or emotive intelligence prevents people from having low sense of life.
- High levels of relational intelligence (10% p-value) or emotional intelligence (5% p-value) are SC to have not low levels of life satisfaction.

[2] Plots diagrams in Appendix provide a visual description of the two conditions: for a "bb" SC, in the first row the condition X → -Y (X true entails Y is false) by values of Y when X is true, and in the second Y → -X the values of X given Y is true.

Our data suggest another SC, namely that low levels of relational intelligence or emotional intelligence are SC to have not high life satisfaction or life sense (see Figures 4-7). However, the subsamples where the sufficient conditions are tested are not sufficiently large. Indeed, the SC test is composed of two parts, (1) testing that when X is true then Y is false on the subsample of X being true, (2) testing that when Y is false then X is true on the subsample of Y being false. Hence, data suggest this SC exists at the 90% p-value.

6. Discussion and robustness checks

In the definition of our emotional intelligence components some variables could be considered as being part of subjective wellbeing more than emotional intelligence. We refer specifically to the four components of good mood, thinking positive, putting enthusiasm in what we do and happiness for the impact of our action. We therefore build alternative emotional intelligence composites not using any of these variables and others where we add, one at a time, good mood, thinking positive, putting enthusiasm in what we do. Our econometric findings show that emotional intelligence remains positive and significant in all cases (Tables 7 and 8).

We tested robustness of the bb-SC between life satisfaction, life sense and relational intelligence by performing the same robustness check on emotional intelligence components. We computed the very same test as before and we checked if bb-SC is true for p-values from 0.9 to 0.99, reporting the highest p-value for which bb-SC is true. Results are shown in Table 9. Robustness checks verified the significance of the high emotional intelligence bb-SC to low life satisfaction also for the other versions of emotional intelligence at 5% p-value for each version but for version 2, which is statistically significant at a p-value of 10%. The high emotional intelligence bb-SC to low life sense robustness is valid at 5% p-value for all versions.

What statistical sufficient conditions tell us is that when we observe the cause variable true then we must expect to observe the caused variable true, and when the caused variable is false, then we expect the cause variable to be false, within the statistical significance declared. This characteristic has interesting informative implications as it means that by promoting X to occur (to be true) we can obtain Y to be true. Hence, by observing high relational intelligence we expect life satisfaction not to be low, which in turn means that, by cultivating relational intelligence, we prevent people from being unsatisfied. This has evident level for policymakers and practical matters. However, our *statistical* SCs tested valid at p-value of 90%, which, in fact, it is the lowest acceptable level in social sciences which suggest prudence.

To sum up while sufficient condition analysis reinforces the predictive power of relational and emotional intelligence, it does not eliminate potential endogeneity. High well-being might also enhance relational/emotional capacities—a bidirectional influence that future research with panel data or instrumental variables could explore.

Consider however that, while the observational nature of our data prevents strict causal inference, the structure of sufficient condition logic maps and their low error thresholds imply a form of *empirical*

quasi-invariance that supports practical, counterfactual reasoning: when emotional or relational intelligence is absent, high wellbeing is rarely observed

Our findings strongly support the hypothesis that both relational and emotional intelligence are not only statistically associated with subjective wellbeing, but act as enabling traits for avoiding its absence. The novelty of applying sufficient condition logic deepens the practical and philosophical understanding of this relationship. While causality cannot be definitively claimed, the patterns identified—particularly their very low error rates—offer strong signals for quasi-causal interpretation and highlight the near-impossibility of high wellbeing in the absence of these intelligences. Interestingly, the negative coefficient on empathy complicates the simplistic equation of emotional awareness with wellbeing, possibly pointing to the burden of affective labor or emotional saturation.

The relationship between emotional or relational intelligence and subjective wellbeing, as documented in our findings, invites reflection on the nature of causality itself. Classical conceptions of deterministic causation, as outlined by von Wright (1974), require that a cause invariably produces its effect—i.e., whenever X occurs, Y necessarily follows. Such strict causality is rare in social sciences, where human behavior and subjective states are influenced by multifactorial, context-sensitive dynamics. Contemporary theories, particularly those developed by Brennan (2024) and Douven (2008), emphasize probabilistic causation, where the presence of X (e.g., high emotional intelligence) significantly increases the likelihood of Y (e.g., non-low life satisfaction or life sense), without guaranteeing it. This view is especially relevant in our framework: sufficient condition logic maps do not claim deterministic linkage but rather establish quasi-invariance—that the absence (or presence) of wellbeing almost never occurs without the presence (or absence) of the relevant form of intelligence. Following Douven's evidential account, these patterns can be seen as providing strong empirical evidence for a causal link, even though they fall short of satisfying strict deterministic criteria. In this sense, our analysis operates within the epistemological space where statistical regularity and explanatory power converge, allowing for cautious yet meaningful causal interpretations.

As a final exercise to address potential endogeneity between intelligence and happiness—such as reverse causality or omitted variable bias—we estimate a recursive GSEM with instrumental variables. We use region- and education-level averages of relational and emotional intelligence as instruments, assuming they affect individual happiness only through their influence on personal intelligence. First-stage results confirm strong instrument relevance, with coefficients of 0.85 and 0.96 respectively (both $p < 0.001$), indicating a robust association between the instruments and the endogenous regressors (Table 9 in Appendix).

After controlling for endogeneity using region- and education-level instruments, we find that both emotional and relational intelligence have a strong, statistically significant impact on the probability of being very happy. Specifically, a one-point increase in emotional intelligence increases the probability by approximately 33 percentage points, while a one-point increase in relational intelligence increases it by about 13 percentage points. These effects are net of income, education, health status, and other covariates, and support a robust causal interpretation.

7. Conclusions

Our paper offers the first empirical validation—using both econometric and sufficient condition analysis—that emotional and relational intelligence are not just correlates but enabling factors for subjective well-being. Our findings are suggestive of the need for a paradigmatic shift from the atomized 'homo economicus' model to a more relational and emotionally aware conception of human agency—closer to what we could call 'homo reciprocans' or 'homo relationalis".

Our research is therefore a contribution toward a richer, more complex behavioral economics of wellbeing. It invites us to move beyond narrow conceptions of individual rationality to a model of human flourishing grounded in social embeddedness, affective regulation, and relational capital. While emotional and relational intelligence are often seen as "soft" traits, our evidence suggests they are hard constraints for subjective wellbeing. These insights offer compelling implications for education, workplace practice, and social policy. Going forward, longitudinal and cross-cultural work will be essential to deepen our causal understanding and explore how these intelligences function across social contexts.

Our findings, while robust, are subject to limitations inherent in cross-sectional survey data. Measurement error, self-report bias, and lack of temporal sequencing constrain causal inference. Nonetheless, the methodological novelty and consistency across specifications lend credibility to our interpretations and open the space to future research.

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Table 1 Variable legend

Life Satisfaction	Currently, how satisfied do you feel with your life overall? Please assign a value from 0 (not at all satisfied) to 10 (very satisfied)
Life Sense	Thinking about your life in general, how much do you feel it has meaning? 1 (not at all), 2 (a little), 3 (quite a bit), 4 (very much)
Relational intelligence	Average of responses on i) listening attitude, ii) gratitude, iii) acknowledgement of the contribution of the other, iv) reciprocity and v) gift giving
Emotional intelligence	Average of responses on non verbal language, empathy, resilience, timeliness, positive thinking, good mood, enthusiasm
Non verbal language	I am aware of the nonverbal messages I receive and send to others. (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Emphathy	When someone tells me about an important event in their life, I almost feel like I have personally experienced it (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Resilience	When something goes wrong in my life I need a lot of time to recover (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Timeliness	I know when it's the right time to talk to others about my personal problems (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Positive thinking	I expect good things to happen (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Good Mood	They are often in a good mood (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Enthusiasm	I am a person who puts enthusiasm into what he does. (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Listening attitude	People confide in me easily (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Acknowledging attitude	I compliment others when they do something well (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Gratitude	I thank others when they do something for me (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Reciprocity	If I receive kindness or attention, I try as much as possible to reciprocate it (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Gift Attitude	Doing more than what others expect of me is the key to building good relationships (Completely disagree = 1, Disagree, Neither agree nor disagree, agree, completely agree = 5)
Children	(0/1) dummies for: no children, one child, two children, three children, more than three children
Female	(0/1) dummy for female gender

Stable relationship	(0/1) dummy for stable relationship
Work status	(0/1) dummies for: student, houseworker, retired, employed, unemployed status
Income class	What is the total annual income level of your household from all sources, after taxes and mandatory deductions? If you do not know the exact amount, please provide an estimate.
Education	Highest level of education achieved among primary, secondary or tertiary education
	Select one or more of the following illnesses for which you have received a current diagnosis.
Diagnosed diseases	(0/1) dummies if the respondent says she/has was diagnosed heath diseases, hypertension, lung diseases, cancer, artritis, asthma, Alzheimer/dementia, fibrocistis, diabetes, osteoporosis
Self-Assessed-Health	Currently, how would you describe your overall health? Please rate it on a scale from 1 (very poor), 2 (fair), 3 (good), 4 (very good), to 5 (excellent)

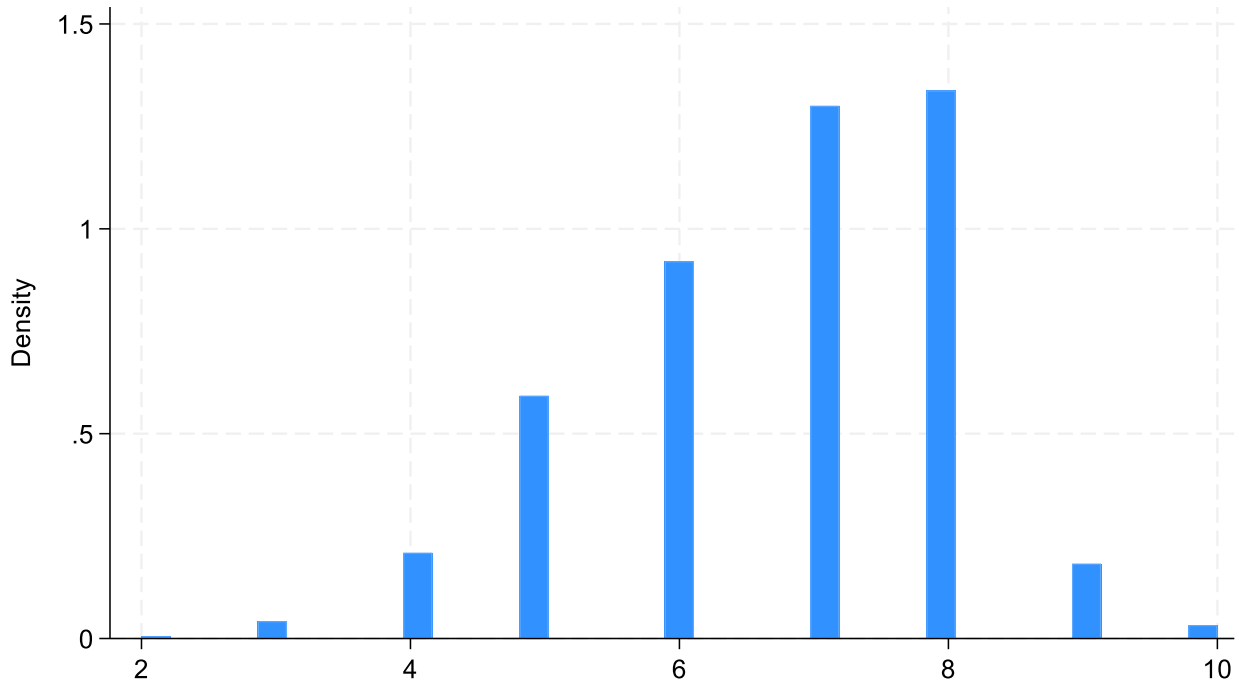
Table 2 Descriptive statistics

	Obs	Mean	Std0,	Min	Max
Life Satisfaction	5359	6.756	1.321	2	10
Life Sense	5359	2.997	0.343	1	4
Relational intelligence	5359	3.778	0.433	1.4	5
Emotional intelligence	5359	3.538	0.351	2.125	4.75
Non verbal language	5359	3.736	0.650	1	5
Emphathy	5359	3.591	0.644	1	5
Taste for generativity	5359	3.815	0.576	1	5
Resilience	5359	2.475	0.756	1	5
Timeliness	5359	3.753	0.572	1	5
Positive thinking	5359	3.669	0.649	1	5
Good Mood	5359	3.525	0.724	1	5
Enthusiasm	5359	3.743	0.634	1	5
Listening attitude	5359	0.659	0.681	1	5
Acknowledging attitude	5359	3.828	0.569	1	5
Gratitude	5359	3.917	0.544	1	5
Reciprocity	5359	3.939	0.615	1	5
Gift Attitude	5359	3.547	0.703	1	5
No children	5359	0.277	0.448	0	1
1 child	5359	0.211	0.408	0	1
2 children	5359	0.430	0.495	0	1
3 children	5359	0.079	0.271	0	1
More than 3 children	5359	0.002	0.049	0	1
Female	5359	0.514	0.500	0	1
Stable relationship	5359	3.496	1.303	0	1
Unemployed	5359	0.0245	0.155	0	1
Inactive	5359	0.011	0.105	0	1
Retired	5359	0.341	0.474	0	1
Houseworker	5359	0.117	0.321	0	1
Employed	5359	0.507	0.500	0	1
Student	5359	0.245	0.155	0	1

Houseworker	5359	0.011	0.105	0	1
Retired	5359	0.341	0.474	0	1
Employed	5359	0.117	0.321	0	1
Unemployed	5359	0.507	0.500	0	1
Income class 2	5359	0.116	0.320	0	1
Income class 3	5359	0.100	0.300	0	1
Income class 4	5359	0.080	0.272	0	1
Income class 5	5359	0.073	0.259	0	1
Income class 6	5359	0.029	0.169	0	1
Income class 7	5359	0.012	0.109	0	1
Income class 8	5359	0.013	0.114	0	1
Income class 9	5359	0.000	0.014	0	1
Income class 10	5359	0.000	0.014	0	1
No Answer on income	5359	0.467	0.499	0	1
Primary education	5359	0.440	0.497	0	1
Secondary education	5359	0.429	0.495	0	1
Tertiary education	5359	0.131	0.337	0	1
Italian regions					
Abruzzo	5359	.038	.190	0	1
Basilicata	5359	0.019	0.135	0	1
Calabria	5359	0.056	0.231	0	1
Campania	5359	0.075	0.263	0	1
Emilia-Romagna	5359	0.056	0.230	0	1
Friuli-Venezia-Giulia	5359	0.037	0.190	0	1
Lazio	5359	0.056	0.230	0	1
Liguria	5359	0.037	0.190	0	1
Lombardia	5359	0.093	0.291	0	1
Marche	5359	0.019	0.135	0	1
Molise	5359	0.019	0.136	0	1
Piemonte	5359	0.056	0.230	0	1
Puglia	5359	0.068	0.252	0	1
Sardegna	5359	0.053	0.224	0	1
Sicilia	5359	0.075	0.263	0	1
Toscana	5359	0.074	0.263	0	1
Trentino-Alto-Adige	5359	0.037	0.190	0	1
Umbria	5359	0.019	0.135	0	1
Val d'Aosta	5359	0.019	0.135	0	1
Veneto	5359	0.093	0.291	0	1
Diagnosed diseases					
Heart diseases	5359	0.036	0.186	0	1
Hypertension	5359	0.280	0.449	0	1
Lung Diseases	5359	0.025	0.156	0	1
Cancer	5359	0.012	0.108	0	1
Artritis	5359	0.166	0.372	0	1
Asthma	5359	0.046	0.209	0	1
Alzheimer/Dementia	5359	0.004	0.064	0	1
Fibrocistis	5359	0.010	0.099	0	1
Diabetes	5359	0.124	0.330	0	1
Osteoporosis	5359	0.187	0.390	0	1

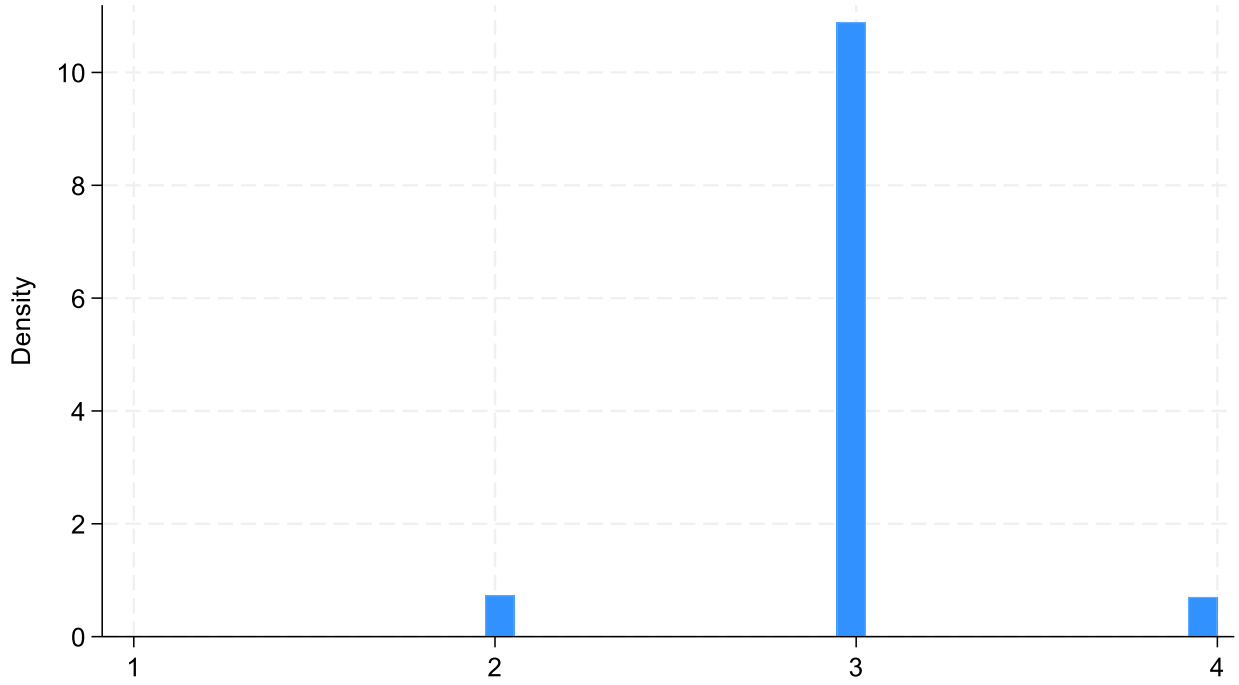
Self-Assessed-Health					
Very poor	5359	0.020	0.137	0	1
Discrete	5359	0.279	0.449	0	1
Good	5359	0.405	0.491	0	1
Very Good	5359	0.285	0.451	0	1
Excellent	5359	0.013	0.111	0	1

Figure 1. probability density function of life satisfaction



Horizontal axis: *Currently, how satisfied do you feel with your life overall? Please assign a value from 0 (not at all satisfied) to 10 (very satisfied).*

Figure 2 probability density function of life sense



Horizontal axis: *Thinking about your life in general, how much do you feel it has meaning? 1 (not at all), 2 (a little), 3 (quite a bit), 4 (very much).*

Table 3 Relational intelligence, emotional intelligence and subjective wellbeing – individuals not reporting income are included

VARIABLES	(1) Life satisfaction	(2) Life satisfaction	(3) Life satisfaction	(4) Life sense	(5) Life sense	(6) Life sense
Relational intelligence		0.0331			0.175**	
		(0.0492)			(0.0817)	
Emotional intelligence		0.696***			0.874***	
		(0.0596)			(0.104)	
Non verbal language			-0.00685			0.162***
			(0.0289)			(0.0487)
Emphaty			-0.226***			-0.112**
			(0.0274)			(0.0435)
Taste for generativity			0.0459			0.0520
			(0.0309)			(0.0556)
Resilience			0.0606***			0.0627*
			(0.0217)			(0.0339)
Timeliness			0.217***			0.166***
			(0.0316)			(0.0557)
Thinking Positive			0.0169			0.0608
			(0.0272)			(0.0468)
Good mood			0.236***			0.253***
			(0.0235)			(0.0380)
Enthusiasm			0.170***			0.0565
			(0.0294)			(0.0477)
Listening mode			0.142***			0.0688
			(0.0285)			(0.0490)
Acknowledging attitude			0.124***			0.0846
			(0.0324)			(0.0542)
Gratitudine			0.0430			0.126**
			(0.0327)			(0.0554)

Reciprocity			-0.0305			0.0897*
			(0.0284)			(0.0475)
Gift attitude			-0.110***			-0.0966**
			(0.0260)			(0.0402)
Socio-dem	Yes	Yes	Yes	Yes	Yes	Yes
Regional dummies	Yes	Yes	Yes	Yes	Yes	Yes
/cut1	-2.717***	-0.477	-0.611*	-4.237***	-1.039*	-1.325**
	(0.295)	(0.328)	(0.329)	(0.532)	(0.617)	(0.638)
/cut2	-1.901***	0.364	0.245	-0.939**	2.448***	2.258***
	(0.272)	(0.308)	(0.310)	(0.391)	(0.471)	(0.484)
/cut3	-1.046***	1.232***	1.131***	3.045***	6.642***	6.523***
	(0.269)	(0.305)	(0.307)	(0.396)	(0.493)	(0.502)
/cut4	-0.161	2.122***	2.043***			
	(0.267)	(0.304)	(0.306)			
/cut5	0.654**	2.953***	2.902***			
	(0.267)	(0.305)	(0.307)			
/cut6	1.580***	3.908***	3.889***			
	(0.267)	(0.306)	(0.308)			
/cut7	3.086***	5.473***	5.509***			
	(0.271)	(0.310)	(0.311)			
/cut8	3.933***	6.366***	6.441***			
	(0.280)	(0.319)	(0.320)			
Pseudo R^2	0.13	0.14	0.16	0.25	0.29	0.30
Log likelihood	-7749.21	-7619.19	-7454.25	-1790.37	-1689.52	-1660.62
Observations	5,359	5,359	5,359	5,359	5,359	5,359

Omitted benchmark: male, primary education, first income decile, student, no children, very poor self-assessed-health living in Abruzzo region. Robust standard errors in parentheses. *** p<0.01, ** p<0.05, * p<0.1.

Table 4 Relational intelligence, emotional intelligence and subjective wellbeing – individuals not reporting income are excluded

VARIABLES	(1) Life satisfaction	(2) Life satisfaction	(3) Life satisfaction	(4) Life sense	(5) Life sense	(6) Life sense
Relational intelligence		0.222***			0.256**	
		(0.0681)			(0.109)	
Emotional intelligence		0.684***			0.580***	
		0.222***			0.256**	
Non verbal language			-0.00163			0.0845
			(0.0371)			(0.0632)
Emphaty			-0.224***			-0.141**
			(0.0343)			(0.0550)
Taste for generativity			0.0503			-0.0156
			(0.0396)			(0.0715)
Resilience			0.0939***			0.0760*
			(0.0273)			(0.0442)
Timeliness			0.181***			0.242***
			(0.0394)			(0.0706)
Thinking Positive			0.0606*			0.0383
			(0.0336)			(0.0561)
Good mood			0.216***			0.195***
			(0.0317)			(0.0496)
Enthusiasm			0.132***			-0.0573
			(0.0387)			(0.0628)
Listening mode			0.122***			0.0176
			(0.0372)			(0.0631)
Acknowledging attitude			0.242***			0.104
			(0.0422)			(0.0706)
Gratitudine			0.0800*			0.141**
			(0.0436)			(0.0705)
Reciprocity			0.0284			0.242***
			(0.0378)			(0.0623)

Gift attitude			-0.0963***			-0.109**
			(0.0335)			(0.0505)
Socio-dem	Yes	Yes	Yes	Yes	Yes	Yes
Regional dummies	Yes	Yes	Yes	Yes	Yes	Yes
/cut1	-2.565***	-0.107	-0.0596	-4.008***	-1.685*	-1.574*
	(0.496)	(0.538)	(0.538)	(0.765)	(0.861)	(0.873)
/cut2	-1.768***	0.707	0.780	-0.343	2.043***	2.329***
	(0.471)	(0.514)	(0.515)	(0.674)	(0.755)	(0.759)
/cut3	-1.117**	1.361***	1.438***	3.749***	6.267***	6.676***
	(0.466)	(0.512)	(0.512)	(0.682)	(0.776)	(0.781)
/cut4	-0.213	2.288***	2.384***			
	(0.461)	(0.510)	(0.510)			
/cut5	0.823*	3.360***	3.493***			
	(0.460)	(0.511)	(0.511)			
/cut6	1.902***	4.480***	4.652***			
	(0.460)	(0.511)	(0.512)			
/cut7	3.421***	6.085***	6.326***			
	(0.463)	(0.516)	(0.517)			
/cut8	4.074***	6.789***	7.066***			
	(0.466)	(0.521)	(0.522)			
Pseudo R^2	0.13	0.15	0.17	0.31	0.34	0.36
Log L	-3865.32	-3765.45	-3667.72	-910.21	-878.27	-855.48
Observations	2,854	2,854	2,854	2,854	2,854	2,854

Omitted benchmark: male, primary education, first income decile, student, no children, very poor self-assessed-health living in Abruzzo region. Robust standard errors in parentheses. *** p<0.01, ** p<0.05, * p<0.1.

Table 5 Statistics on bb-type sufficient conditions between life sense or life satisfaction and relational or emotional intelligence

X	N (X true)	E (X →-Y)	-Y (no Y)	N (Y true)	E (Y→-X)	Holds at p-value not higher than 5% under both cases
Low life satisfaction	985	5.3%	No high relational intelligence	822	6.33%	
Low life satisfaction	985	1.3%	No high emotional intelligence	520	2.5%	Yes
Low sense of life	319	4.4%	No high relational intelligence	822	1.7%	
Low sense of life	319	0.6%	No high emotional intelligence	520	0.4%	Yes

E (X →-Y): error on bb-type sufficient condition when starting from X true. E (Y→-X): error on bb-type sufficient condition when starting from Y true.

Table 6 Variable intervals considered in bb sufficient condition tests. Each variable assumes value True if it is included in the range, otherwise False. The negation of a variable has value False if the variable is True, and True otherwise.

Name	Range		Name	Range	
	min	max		min	max
Low Life Satisfaction	(0.00	5.00]	Low Emotional Intelligence	(0	3.25]
Poor Life Satisfaction	(5.00	6.00]	Poor Emotional Intelligence	(3.25	3.38]
Medium Life Satisfaction	(6.00	7.00]	Middle Emotional Intelligence	(3.38	3.62]
Medium-high Life Satisfaction	(7.00	8.00]	Middle High Emotional Intelligence	(3.62	3.75]
High Life Satisfaction	(8.00	10.00]	Middle-High Emotional Intelligence	(3.75	3.88]
			High Emotional Intelligence	(3.88	5.00]
Low Life Sense	(0.00	2.00]	Low Relational Intelligence	(0	3.40]
Medium Life Sense	(2.00	3.00]	Poor Relational Intelligence	(3.40	3.60]
High Life Sense	(3.00	4.00]	Middle Relational Intelligence	(3.60	3.80]
			Middle-High Relational Intelligence	(3.80	4.00]
			High Relational Intelligence	(5.00	5.00]

*

Table 7 Relational intelligence, emotional intelligence and subjective wellbeing. Robustness check on relational intelligence – individuals not reporting income are included

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
VARIABLES	Life satisfaction	Life sense	Life satisfaction	Life sense	Life satisfaction	Life sense	Life satisfaction	Life sense
Emotional intelligence 2	0.140***	0.404***						
	(0.0516)	(0.0862)						
Emotional intelligence 3			0.228***	0.522***				
			(0.0532)	(0.0909)				
Emotional intelligence 4					0.507***	0.753***		
					(0.0542)	(0.0938)		
Emotional intelligence 5							0.632***	0.801***
							(0.0556)	(0.0972)
Relational intelligence	0.335***	0.442***	0.291***	0.381***	0.162***	0.284***	0.0868*	0.239***
	(0.0435)	(0.0712)	(0.0451)	(0.0738)	(0.0452)	(0.0747)	(0.0468)	(0.0777)
Socio-dem	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Regional dummies	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
/cut1	-1.018***	-1.501**	-0.926***	-1.375**	-0.620*	-1.109*	-0.530	-1.097*
	(0.329)	(0.621)	(0.329)	(0.621)	(0.328)	(0.620)	(0.328)	(0.615)
/cut2	-0.187	1.980***	-0.0928	2.105***	0.221	2.400***	0.315	2.388***
	(0.309)	(0.468)	(0.308)	(0.467)	(0.308)	(0.467)	(0.308)	(0.466)
/cut3	0.677**	6.101***	0.771**	6.244***	1.089***	6.583***	1.185***	6.580***
	(0.306)	(0.487)	(0.305)	(0.487)	(0.304)	(0.489)	(0.304)	(0.488)
/cut4	1.563***		1.656***		1.977***		2.076***	
	(0.304)		(0.304)		(0.303)		(0.303)	
/cut5	2.386***		2.479***		2.804***		2.907***	
	(0.306)		(0.305)		(0.304)		(0.304)	
/cut6	3.327***		3.421***		3.753***		3.860***	
	(0.307)		(0.306)		(0.305)		(0.305)	
/cut7	4.861***		4.959***		5.307***		5.423***	
	(0.310)		(0.309)		(0.308)		(0.309)	

/cut8	5.737***		5.837***		6.195***		6.314***	
	(0.319)		(0.318)		(0.317)		(0.318)	
Pseudo R^2	0.14	0.29	0.14	0.29	0.14	0.29	0.14	0.30
Log Likelihood	-7654.258	-1699.23	-7469.63	-1693.74	-6705.14	-2403.56	-7593.23	-1671.34
Observations	5,359	5,359	5,359	5,359	5,359	5,359	5,359	5,359

Emotional intelligence 2: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy and timeliness in understanding when talking with others. Emotional intelligence 3: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when to talk with others and thinking positive. Emotional intelligence 4: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when talking with others, thinking positive and good mood. Emotional intelligence 5: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when to talk with others, thinking positive, good mood, putting enthusiasm in our action. Omitted benchmark: male, primary education, first income decile, student, no children, very poor self-assessed-health living in Abruzzo region. Robust standard errors in parentheses. *** p<0.01, ** p<0.05, * p<0.1.

Table 8 Relational intelligence, emotional intelligence and subjective wellbeing. Robustness check on relational intelligence – individuals not reporting income are excluded

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
VARIABLES	Life satisfaction	Life sense	Life satisfaction	Life sense	Life satisfaction	Life sense	Life satisfaction	Life sense
Emotional intelligence 2	0.186***	0.339***						
	(0.0640)	(0.109)						
Emotional intelligence 3			0.292***	0.397***				
			(0.0657)	(0.115)				
Emotional intelligence 4					0.508***	0.540***		
					(0.0695)	(0.118)		
Emotional intelligence 5							0.606***	0.530***
							(0.0729)	(0.123)
Relational intelligence	0.482***	0.395***	0.430***	0.365***	0.336***	0.306***	0.274***	0.294***
	(0.0611)	(0.0974)	(0.0629)	(0.101)	(0.0636)	(0.101)	(0.0659)	(0.105)

Socio-dem	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Regional dummies	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
/cut1	-0.558	-1.916**	-0.453	-1.849**	-0.217	-1.659*	-0.174	-1.712**
	(0.532)	(0.855)	(0.537)	(0.856)	(0.539)	(0.855)	(0.539)	(0.854)
/cut2	0.232	1.823**	0.344	1.874**	0.591	2.078***	0.641	2.003***
	(0.512)	(0.749)	(0.514)	(0.750)	(0.515)	(0.750)	(0.515)	(0.751)
/cut3	0.885*	6.025***	0.997*	6.084***	1.246**	6.308***	1.297**	6.228***
	(0.509)	(0.767)	(0.511)	(0.769)	(0.512)	(0.770)	(0.512)	(0.771)
/cut4	1.806***		1.918***		2.170***		2.224***	
	(0.506)		(0.509)		(0.510)		(0.510)	
/cut5	2.865***		2.977***		3.236***		3.295***	
	(0.507)		(0.509)		(0.511)		(0.511)	
/cut6	3.970***		4.085***		4.351***		4.413***	
	(0.507)		(0.509)		(0.511)		(0.511)	
/cut7	5.545***		5.665***		5.946***		6.015***	
	(0.511)		(0.513)		(0.515)		(0.515)	
/cut8	6.234***		6.359***		6.646***		6.717***	
	(0.516)		(0.518)		(0.520)		(0.520)	
Pseudo R^2	0.144	0.334	0.146	0.336	0.150	0.339	0.152	0.338
Log Likelihood	-3803.29	-884.37	-3797.39	-882.88	-3778.25	-878.12	-3769.09	-879.02
Observations	2,854	2,854	2,854	2,854	2,854	2,854	2,854	2,854

Emotional intelligence 2: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy and timeliness in understanding when to talk with others. Emotional intelligence 3: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when to talk with others and thinking positive. Emotional intelligence 4: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), emphaty, timeliness in understanding when to talk with others, thinking positive and good mood. Emotional intelligence 5: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when to talk with others, thinking positive, good mood, putting enthusiasm in our action. Omitted benchmark: male, primary education, first income decile, student, no children, very poor self-assessed-health living in Abruzzo region. Robust standard errors in parentheses. *** p<0.01, ** p<0.05, * p<0.1.

Table 9 Robustness check on emotional intelligence components. tests on bb sufficient conditions

X	Y	N (X True)	E(X->-Y)	N (Y True)	E(Y->-X)	bb	p-value max
Low Life Satisfaction	High Emotional Intelligence	985	1.3%	520	2.5%	True	95%
Low Life Satisfaction	High Emotional Intelligence 2	985	1.5%	312	4.8%	True	92%
Low Life Satisfaction	High Emotional Intelligence 3	985	1.6%	350	4.6%	True	93%
Low Life Satisfaction	High Emotional Intelligence 4	985	1.0%	371	2.7%	True	95%
Low Life Satisfaction	High Emotional Intelligence 5	985	1.2%	468	2.6%	True	95%
Low Life Sense	High Emotional Intelligence	319	0.6%	520	0.4%	True	97%
Low Life Sense	High Emotional Intelligence 2	319	0.9%	312	1.0%	True	97%
Low Life Sense	High Emotional Intelligence 3	319	1.3%	350	1.1%	True	96%
Low Life Sense	High Emotional Intelligence 4	319	0.3%	371	0.3%	True	98%
Low Life Sense	High Emotional Intelligence 5	319	0.3%	468	0.2%	True	98%

Emotional intelligence 2: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy and timeliness in understanding when talking with others. Emotional intelligence 3: emotional intelligence as a moving average of non-language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when to talk with others and thinking positive. Emotional intelligence 4: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when talking with others, thinking positive and good mood. Emotional intelligence 5: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when to talk with others, thinking positive, good mood, putting enthusiasm in our action. Omitted benchmark: male, primary education, first income decile, student, no children, very poor self-assessed-health living in Abruzzo region. Robust standard errors in parentheses. *** p<0.01, ** p<0.05, * p<0.1.

Appendix not for publication

Table 3 Relational intelligence, emotional intelligence and subjective wellbeing – individuals not reporting income are included

VARIABLES	(1) Life satisfaction	(2) Life satisfaction	(3) Life satisfaction	(4) Life sense	(5) Life sense	(6) Life sense
Relational intelligence		0.0331			0.175**	
		(0.0492)			(0.0817)	
Emotional intelligence		0.696***			0.874***	
		(0.0596)			(0.104)	
Non-verbal language			-0.00685			0.162***
			(0.0289)			(0.0487)
Emphaty			-0.226***			-0.112**
			(0.0274)			(0.0435)
Taste for generativity			0.0459			0.0520
			(0.0309)			(0.0556)
Resilience			0.0606***			0.0627*
			(0.0217)			(0.0339)
Timeliness			0.217***			0.166***
			(0.0316)			(0.0557)
Thinking Positive			0.0169			0.0608
			(0.0272)			(0.0468)
Good mood			0.236***			0.253***
			(0.0235)			(0.0380)
Enthusiasm			0.170***			0.0565
			(0.0294)			(0.0477)
Listening mode			0.142***			0.0688
			(0.0285)			(0.0490)
Acknowledging attitude			0.124***			0.0846
			(0.0324)			(0.0542)
Gratitudine			0.0430			0.126**
			(0.0327)			(0.0554)

Reciprocity			-0.0305			0.0897*
			(0.0284)			(0.0475)
Gift attitude			-0.110***			-0.0966**
			(0.0260)			(0.0402)
Female	-0.0360	-0.0256	-0.0203	-0.0539	-0.0462	-0.0324
	(0.0331)	(0.0330)	(0.0335)	(0.0547)	(0.0557)	(0.0562)
Age	-0.0393***	-0.0361***	-0.0320***	-0.0644***	-0.0585***	-0.0598***
	(0.00807)	(0.00810)	(0.00819)	(0.0128)	(0.0130)	(0.0132)
$[Age]^2$	0.000499***	0.000477***	0.000412***	0.000481***	0.000424***	0.000405***
	(8.09e-05)	(8.10e-05)	(8.10e-05)	(0.000130)	(0.000132)	(0.000133)
Stable relationship	0.0604***	0.0337**	0.0394**	0.199***	0.169***	0.173***
	(0.0158)	(0.0160)	(0.0158)	(0.0248)	(0.0250)	(0.0251)
One child	0.152**	0.201***	0.247***	-0.0598	-0.00937	0.0680
	(0.0602)	(0.0613)	(0.0626)	(0.0956)	(0.102)	(0.105)
Two children	0.182***	0.229***	0.245***	0.400***	0.436***	0.511***
	(0.0640)	(0.0645)	(0.0661)	(0.100)	(0.105)	(0.109)
Three children	0.238***	0.338***	0.349***	0.581***	0.693***	0.777***
	(0.0832)	(0.0845)	(0.0862)	(0.143)	(0.150)	(0.154)
More than three children	0.155	0.338	0.324	0.471	0.719	0.810
	(0.373)	(0.351)	(0.342)	(0.560)	(0.575)	(0.600)
Secondary education	0.487***	0.474***	0.503***	0.280***	0.224***	0.243***
	(0.0521)	(0.0519)	(0.0515)	(0.0862)	(0.0861)	(0.0863)
Tertiary education	1.002***	0.939***	0.910***	0.832***	0.687***	0.675***
	(0.0738)	(0.0729)	(0.0727)	(0.112)	(0.110)	(0.111)
Houseworker	-0.344	-0.453*	-0.393	-0.244	-0.393	-0.265
	(0.240)	(0.241)	(0.247)	(0.314)	(0.329)	(0.328)
Retired	0.112	0.0747	0.0982	0.0873	0.0776	0.127
	(0.159)	(0.157)	(0.156)	(0.202)	(0.210)	(0.206)
Emoployed	0.530***	0.446***	0.437***	0.231	0.149	0.168
	(0.152)	(0.150)	(0.148)	(0.184)	(0.192)	(0.186)
Unemployed	0.531***	0.461***	0.436***	-0.0291	-0.0950	-0.0728
	(0.143)	(0.140)	(0.138)	(0.163)	(0.170)	(0.165)
Income decile 2	-0.0338	-0.0629	-0.0582	0.190*	0.205*	0.199*
	(0.0662)	(0.0657)	(0.0654)	(0.110)	(0.111)	(0.110)

Income decile 3	-0.459***	-0.499***	-0.410***	0.0545	0.0730	0.117
	(0.0657)	(0.0679)	(0.0688)	(0.113)	(0.117)	(0.118)
Income decile 4	-0.358***	-0.434***	-0.425***	0.248**	0.233*	0.223*
	(0.0648)	(0.0669)	(0.0695)	(0.121)	(0.128)	(0.131)
Income decile 5	-0.368***	-0.402***	-0.358***	0.169	0.216*	0.235*
	(0.0700)	(0.0707)	(0.0724)	(0.118)	(0.124)	(0.126)
Income decile 6	-0.256***	-0.343***	-0.286***	0.410**	0.365**	0.383**
	(0.0940)	(0.0933)	(0.0935)	(0.162)	(0.175)	(0.181)
Income decile 7	-0.647***	-0.624***	-0.451***	0.303	0.413	0.523**
	(0.148)	(0.141)	(0.143)	(0.239)	(0.260)	(0.264)
Income decile 8	-0.581***	-0.335***	-0.0534	-0.366*	0.0909	0.230
	(0.118)	(0.122)	(0.134)	(0.201)	(0.214)	(0.223)
Income decile 9	0.175**	0.529***	0.155	6.428***	7.142***	7.141***
	(0.0889)	(0.105)	(0.129)	(0.256)	(0.273)	(0.309)
Income no answer	-0.574***	-0.611***	-0.581***	0.103	0.131	0.143
	(0.0525)	(0.0542)	(0.0545)	(0.0930)	(0.0944)	(0.0954)
Income decile 10	0.120	-0.0233	0.184*	6.148***	6.022***	5.886***
	(0.0967)	(0.0974)	(0.104)	(0.264)	(0.268)	(0.278)
Heart diseases	0.0871	0.122*	0.155**	-0.170	-0.141	-0.157
	(0.0733)	(0.0729)	(0.0734)	(0.157)	(0.164)	(0.168)
Hypertension	-0.254***	-0.271***	-0.236***	-0.0574	-0.0666	-0.0230
	(0.0481)	(0.0480)	(0.0474)	(0.0783)	(0.0787)	(0.0797)
Lung Diseases	0.0246	0.0613	0.0769	-0.405***	-0.389**	-0.404**
	(0.0968)	(0.0985)	(0.0954)	(0.152)	(0.157)	(0.160)
Cancer	-0.291**	-0.261*	-0.219	-0.570***	-0.548**	-0.493**
	(0.137)	(0.138)	(0.134)	(0.200)	(0.213)	(0.221)
Artritis	0.0857*	0.00684	0.0478	0.163*	0.0597	0.100
	(0.0489)	(0.0504)	(0.0503)	(0.0843)	(0.0884)	(0.0906)
Asthma	-0.187***	-0.184***	-0.164**	-0.00495	-0.00796	0.0214
	(0.0674)	(0.0714)	(0.0718)	(0.118)	(0.119)	(0.120)
Alzheimer/Dementia	0.0770	0.132	0.130	0.397	0.482	0.335
	(0.189)	(0.185)	(0.160)	(0.563)	(0.604)	(0.569)
Fibrocistis	-0.343**	-0.333**	-0.212	0.223	0.216	0.289
	(0.136)	(0.141)	(0.142)	(0.216)	(0.244)	(0.235)

Diabetes	-0.179***	-0.169***	-0.132***	-0.105	-0.0902	-0.0720
	(0.0510)	(0.0513)	(0.0507)	(0.0833)	(0.0874)	(0.0879)
Ostheoporosis	-0.265***	-0.338***	-0.333***	-0.0983	-0.234**	-0.226**
	(0.0534)	(0.0551)	(0.0544)	(0.0873)	(0.0916)	(0.0935)
Self-Assessed-Health (fair)	0.573***	0.403***	0.364***	1.289***	1.109***	1.078***
	(0.128)	(0.127)	(0.123)	(0.181)	(0.192)	(0.195)
Self-Assessed-Health (goof)	0.926***	0.762***	0.681***	1.822***	1.662***	1.635***
	(0.141)	(0.140)	(0.136)	(0.201)	(0.213)	(0.216)
Self-Assessed-Health (very good)	0.867***	0.615**	0.632**	3.497***	3.286***	3.351***
	(0.254)	(0.257)	(0.253)	(0.272)	(0.281)	(0.285)
Self-Assessed-Health (excellent)	1.653***	1.424***	1.379***	2.280***	2.000***	1.998***
Basilicata	0.318**	0.313**	0.334**	0.182	0.169	0.155
	(0.143)	(0.144)	(0.144)	(0.200)	(0.205)	(0.203)
Calabria	-0.129	-0.135	-0.119	-0.154	-0.179	-0.183
	(0.0916)	(0.0924)	(0.0941)	(0.145)	(0.147)	(0.150)
Campania	-0.124	-0.118	-0.147	-0.0718	-0.0638	-0.0788
	(0.0938)	(0.0948)	(0.0949)	(0.144)	(0.152)	(0.155)
Emilia-Romagna	0.0384	0.0282	0.00158	0.133	0.0945	0.0966
	(0.0940)	(0.0946)	(0.0952)	(0.145)	(0.153)	(0.153)
Friuli-Venezia-Giulia	-0.116	-0.106	-0.0909	-0.117	-0.123	-0.102
	(0.108)	(0.107)	(0.108)	(0.150)	(0.151)	(0.154)
Lazio	0.0213	0.0211	0.0298	-0.126	-0.150	-0.131
	(0.0911)	(0.0919)	(0.0931)	(0.133)	(0.137)	(0.138)
Liguria	0.166	0.181*	0.151	-0.0167	-0.0410	-0.0782
	(0.103)	(0.103)	(0.104)	(0.155)	(0.155)	(0.154)
Lombardia	0.0977	0.116	0.127	-0.0282	-0.0193	-0.00793
	(0.0853)	(0.0860)	(0.0863)	(0.122)	(0.126)	(0.127)
Marche	0.00790	0.0342	-0.00513	-0.312	-0.297	-0.308
	(0.136)	(0.138)	(0.135)	(0.193)	(0.184)	(0.196)
Molise	0.112	0.0864	0.119	-0.262	-0.351*	-0.308
	(0.144)	(0.144)	(0.145)	(0.198)	(0.208)	(0.206)
Piemonte	0.0631	0.0889	0.0802	-0.0690	-0.0299	-0.0404
	(0.0905)	(0.0907)	(0.0912)	(0.135)	(0.138)	(0.138)
Puglia	-0.0138	-0.0253	-0.0143	-0.0486	-0.0937	-0.0891

	(0.0886)	(0.0900)	(0.0916)	(0.123)	(0.125)	(0.128)
Sardegna	0.00510	-0.00974	-0.0101	-0.0672	-0.101	-0.0938
	(0.0929)	(0.0944)	(0.0957)	(0.136)	(0.137)	(0.139)
Sicilia	0.114	0.0745	0.0605	-0.0812	-0.141	-0.143
	(0.0905)	(0.0911)	(0.0927)	(0.129)	(0.133)	(0.134)
Toscana	0.0187	0.00235	0.000744	0.000785	-0.0358	-0.0335
	(0.0882)	(0.0890)	(0.0901)	(0.129)	(0.134)	(0.136)
Trentino-Alto-Adige	-0.0102	-0.0398	-0.0415	-0.0542	-0.125	-0.130
	(0.103)	(0.102)	(0.105)	(0.157)	(0.161)	(0.162)
Umbria	0.155	0.162	0.168	0.0965	0.0742	0.0764
	(0.127)	(0.127)	(0.127)	(0.201)	(0.203)	(0.207)
Valle d'Aosta	0.0900	0.0786	0.0708	-0.00287	-0.0661	-0.0691
	(0.126)	(0.125)	(0.127)	(0.184)	(0.199)	(0.204)
Veneto	0.0423	0.0370	0.0658	0.0224	0.000837	0.0211
	(0.0833)	(0.0841)	(0.0852)	(0.117)	(0.119)	(0.120)
	(0.145)	(0.145)	(0.141)	(0.208)	(0.220)	(0.223)
/cut1	-2.717***	-0.477	-0.611*	-4.237***	-1.039*	-1.325**
	(0.295)	(0.328)	(0.329)	(0.532)	(0.617)	(0.638)
/cut2	-1.901***	0.364	0.245	-0.939**	2.448***	2.258***
	(0.272)	(0.308)	(0.310)	(0.391)	(0.471)	(0.484)
/cut3	-1.046***	1.232***	1.131***	3.045***	6.642***	6.523***
	(0.269)	(0.305)	(0.307)	(0.396)	(0.493)	(0.502)
/cut4	-0.161	2.122***	2.043***			
	(0.267)	(0.304)	(0.306)			
/cut5	0.654**	2.953***	2.902***			
	(0.267)	(0.305)	(0.307)			
/cut6	1.580***	3.908***	3.889***			
	(0.267)	(0.306)	(0.308)			
/cut7	3.086***	5.473***	5.509***			
	(0.271)	(0.310)	(0.311)			
/cut8	3.933***	6.366***	6.441***			
	(0.280)	(0.319)	(0.320)			
Pseudo R^2	0.13	0.14	0.16	0.25	0.29	0.30
Log likelihood	-7749.21	-7619.19	-7454.25	-1790.37	-1689.52	-1660.62

Observations	5,359	5,359	5,359	5,359	5,359	5,359

Omitted benchmark: male, primary education, first income decile, student, no children, very poor self-assessed-health living in Abruzzo region. Robust standard errors in parentheses. *** p<0.01, ** p<0.05, * p<0.1.

Table 4 Relational intelligence, emotional intelligence and subjective wellbeing – individuals not reporting income are excluded

	(1)	(2)	(3)	(4)	(5)	(6)
VARIABLES	Life satisfaction	Life satisfaction	Life satisfaction	Life sense	Life sense	Life sense
Relational intelligence		0.222***			0.256**	
		(0.0681)			(0.109)	
Emotional intelligence		0.684***			0.580***	
		0.222***			0.256**	
Non-verbal language			-0.00163			0.0845
			(0.0371)			(0.0632)
Emphaty			-0.224***			-0.141**
			(0.0343)			(0.0550)
Taste for generativity			0.0503			-0.0156
			(0.0396)			(0.0715)
Resilience			0.0939***			0.0760*
			(0.0273)			(0.0442)
Timeliness			0.181***			0.242***
			(0.0394)			(0.0706)
Thinking Positive			0.0606*			0.0383
			(0.0336)			(0.0561)
Good mood			0.216***			0.195***
			(0.0317)			(0.0496)
Enthusiasm			0.132***			-0.0573
			(0.0387)			(0.0628)
Listening mode			0.122***			0.0176
			(0.0372)			(0.0631)

Acknowledging attitude			0.242***			0.104
			(0.0422)			(0.0706)
Gratitudine			0.0800*			0.141**
			(0.0436)			(0.0705)
Reciprocity			0.0284			0.242***
			(0.0378)			(0.0623)
Gift attitude			-0.0963***			-0.109**
			(0.0335)			(0.0505)
Female	0.00734	0.0351	0.0459	0.00467	0.0226	0.0309
	(0.0474)	(0.0473)	(0.0474)	(0.0786)	(0.0800)	(0.0814)
Age	-0.0606***	-0.0743***	-0.0664***	-0.0420*	-0.0502**	-0.0470**
	(0.0137)	(0.0138)	(0.0141)	(0.0223)	(0.0228)	(0.0228)
$[Age]^2$	0.000729***	0.000844***	0.000732***	0.000258	0.000305	0.000225
	(0.000132)	(0.000132)	(0.000133)	(0.000216)	(0.000220)	(0.000219)
Stable relationship	0.0915***	0.0535**	0.0556**	0.343***	0.311***	0.316***
	(0.0251)	(0.0252)	(0.0249)	(0.0430)	(0.0430)	(0.0432)
One child	0.252***	0.332***	0.441***	-0.124	-0.0624	0.0639
	(0.0720)	(0.0742)	(0.0769)	(0.112)	(0.118)	(0.124)
Two children	0.148*	0.181**	0.259***	0.365***	0.382***	0.507***
	(0.0842)	(0.0849)	(0.0880)	(0.124)	(0.129)	(0.136)
Three children	0.209*	0.301***	0.388***	0.548***	0.629***	0.787***
	(0.112)	(0.114)	(0.116)	(0.176)	(0.180)	(0.188)
More than three children	0.521	0.786*	0.891**	1.132	1.400*	1.578**
	(0.509)	(0.442)	(0.430)	(0.765)	(0.721)	(0.763)
Secondary education	0.260*	0.185	0.399***	5.515***	5.492***	5.511***
	(0.141)	(0.142)	(0.147)	(0.312)	(0.314)	(0.326)
Tertiary education	0.644***	0.581***	0.603***	0.234*	0.147	0.168
	(0.0806)	(0.0802)	(0.0802)	(0.130)	(0.130)	(0.135)
Houseworker	1.296***	1.347***	1.680***	0.560	0.594	0.975**
	(0.339)	(0.329)	(0.332)	(0.441)	(0.444)	(0.437)
Retired	0.0634	0.0899	0.221	-0.156	-0.118	0.138
	(0.310)	(0.309)	(0.306)	(0.346)	(0.367)	(0.344)
Employed	0.526*	0.529*	0.596**	-0.00155	-0.00984	0.181
	(0.303)	(0.303)	(0.298)	(0.334)	(0.355)	(0.331)

Unemployed	0.474*	0.413	0.461	-0.338	-0.389	-0.201
	(0.288)	(0.287)	(0.283)	(0.310)	(0.332)	(0.308)
Income decile 2	-0.0717	-0.0868	-0.0841	0.0686	0.0894	0.0916
	(0.0720)	(0.0714)	(0.0713)	(0.116)	(0.114)	(0.116)
Income decile 3	-0.555***	-0.576***	-0.488***	-0.0694	-0.0374	0.0190
	(0.0767)	(0.0794)	(0.0812)	(0.124)	(0.127)	(0.132)
Income decile 4	-0.379***	-0.424***	-0.417***	0.136	0.151	0.160
	(0.0767)	(0.0798)	(0.0847)	(0.133)	(0.138)	(0.144)
Income decile 5	-0.294***	-0.275***	-0.228***	0.0283	0.106	0.162
	(0.0831)	(0.0851)	(0.0886)	(0.135)	(0.141)	(0.149)
Income decile 6	-0.144	-0.147	-0.0878	0.174	0.207	0.278
	(0.114)	(0.114)	(0.114)	(0.194)	(0.205)	(0.216)
Income decile 7	-0.552***	-0.429***	-0.301*	0.0707	0.222	0.355
	(0.161)	(0.157)	(0.156)	(0.278)	(0.300)	(0.306)
Income decile 8	-0.602***	-0.166	0.0594	-0.522**	-0.0420	0.104
	(0.133)	(0.141)	(0.151)	(0.228)	(0.240)	(0.257)
Income decile 9	0.253**	0.974***	0.578***	5.961***	6.718***	6.973***
	(0.124)	(0.151)	(0.178)	(0.290)	(0.321)	(0.372)
Heart diseases	0.0739	0.0717	0.104	-0.0411	-0.0464	-0.0118
	(0.118)	(0.120)	(0.122)	(0.161)	(0.161)	(0.161)
Hypertension	-0.129	-0.0935	-0.0778	-0.328*	-0.299	-0.321*
	(0.0964)	(0.0958)	(0.0966)	(0.178)	(0.186)	(0.192)
Lung Diseases	-0.220***	-0.261***	-0.217***	0.00440	-0.0189	0.0427
	(0.0675)	(0.0667)	(0.0661)	(0.103)	(0.103)	(0.104)
Cancer	-0.0571	0.00367	-0.0281	-0.509**	-0.458**	-0.524**
	(0.133)	(0.138)	(0.133)	(0.209)	(0.208)	(0.209)
Artritis	-0.0918	-0.0854	-0.0629	-0.685***	-0.712***	-0.670**
	(0.186)	(0.191)	(0.185)	(0.249)	(0.253)	(0.261)
Asthma	-0.0581	-0.193**	-0.139*	0.297**	0.194	0.262**
	(0.0734)	(0.0758)	(0.0752)	(0.117)	(0.120)	(0.121)
Alzheimer/Dementia	-0.272***	-0.302***	-0.260**	-0.241	-0.272	-0.231
	(0.105)	(0.111)	(0.110)	(0.200)	(0.199)	(0.197)
Fibrocistis	0.0146	0.00835	0.0502	0.0244	-0.0241	-0.130
	(0.207)	(0.215)	(0.218)	(0.368)	(0.389)	(0.402)

Diabetes	-0.659***	-0.734***	-0.625***	0.303	0.250	0.274
	(0.181)	(0.193)	(0.185)	(0.263)	(0.283)	(0.270)
Ostheoporosis	-0.218***	-0.204***	-0.171**	-0.0525	-0.0329	-0.0104
	(0.0762)	(0.0765)	(0.0758)	(0.106)	(0.108)	(0.108)
Self-Assessed-Health (fair)	0.0869	0.0278	0.0271	-0.338***	-0.412***	-0.439***
	(0.0777)	(0.0789)	(0.0770)	(0.123)	(0.126)	(0.128)
Self-Assessed-Health (goof)	0.977***	0.832***	0.735***	1.367***	1.246***	1.201***
	(0.177)	(0.185)	(0.178)	(0.252)	(0.257)	(0.262)
Self-Assessed-Health (very good)	1.382***	1.274***	1.126***	1.988***	1.884***	1.850***
	(0.198)	(0.206)	(0.200)	(0.287)	(0.294)	(0.301)
Self-Assessed-Health (excellent)	2.452***	2.246***	2.219***	3.205***	3.020***	3.087***
	(0.278)	(0.283)	(0.286)	(0.413)	(0.417)	(0.433)
Basilicata	1.088***	0.911***	0.902***	1.042***	0.840***	0.836***
	(0.116)	(0.115)	(0.112)	(0.186)	(0.185)	(0.190)
Calabria	0.485**	0.493**	0.493**	-0.0359	-0.0180	-0.00747
	(0.193)	(0.197)	(0.192)	(0.268)	(0.266)	(0.263)
Campania	-0.226*	-0.200	-0.207	-0.342*	-0.303	-0.297
	(0.126)	(0.130)	(0.133)	(0.194)	(0.194)	(0.198)
Emilia-Romagna	-0.161	-0.123	-0.176	-0.0301	0.0283	0.0426
	(0.127)	(0.132)	(0.133)	(0.204)	(0.206)	(0.213)
Friuli-Venezia-Giulia	-0.0147	-0.0191	-0.0780	0.267	0.269	0.275
	(0.136)	(0.138)	(0.140)	(0.208)	(0.215)	(0.217)
Lazio	-0.117	-0.0502	-0.0635	-0.268	-0.218	-0.194
	(0.141)	(0.145)	(0.145)	(0.227)	(0.222)	(0.226)
Liguria	0.117	0.148	0.148	-0.260	-0.237	-0.197
	(0.122)	(0.126)	(0.128)	(0.181)	(0.185)	(0.190)
Lombardia	0.0824	0.131	0.0504	-0.0698	-0.0550	-0.0944
	(0.142)	(0.141)	(0.144)	(0.219)	(0.214)	(0.210)
Marche	0.0904	0.129	0.104	-0.108	-0.0693	-0.0651
	(0.121)	(0.123)	(0.124)	(0.168)	(0.168)	(0.170)
Molise	0.211	0.258	0.190	-0.341	-0.305	-0.312
	(0.181)	(0.185)	(0.184)	(0.259)	(0.250)	(0.275)
Piemonte	-0.00254	0.0118	0.0614	-0.293	-0.318	-0.247
	(0.201)	(0.201)	(0.197)	(0.307)	(0.318)	(0.310)

Puglia	0.0968	0.164	0.127	-0.178	-0.104	-0.117
	(0.127)	(0.130)	(0.131)	(0.187)	(0.187)	(0.189)
Sardegna	0.00965	0.0671	0.0966	-0.172	-0.120	-0.0703
	(0.123)	(0.127)	(0.131)	(0.172)	(0.172)	(0.174)
Sicilia	0.00801	0.0151	0.0316	-0.133	-0.131	-0.100
	(0.130)	(0.134)	(0.138)	(0.201)	(0.200)	(0.201)
Toscana	0.125	0.122	0.0974	-0.238	-0.230	-0.205
	(0.130)	(0.133)	(0.136)	(0.191)	(0.189)	(0.190)
Trentino-Alto-Adige	0.0627	0.0621	0.0525	0.0202	0.0208	0.0307
	(0.126)	(0.130)	(0.131)	(0.185)	(0.187)	(0.189)
Umbria	-0.125	-0.157	-0.170	-0.124	-0.159	-0.145
	(0.139)	(0.139)	(0.143)	(0.191)	(0.201)	(0.202)
Valle d'Aosta	-0.0941	-0.0662	-0.0945	0.294	0.339	0.381
	(0.198)	(0.201)	(0.202)	(0.285)	(0.290)	(0.304)
Veneto	0.169	0.162	0.158	-0.183	-0.233	-0.214
	(0.183)	(0.177)	(0.181)	(0.265)	(0.290)	(0.295)
/cut1	-2.565***	-0.107	-0.0596	-4.008***	-1.685*	-1.574*
	(0.496)	(0.538)	(0.538)	(0.765)	(0.861)	(0.873)
/cut2	-1.768***	0.707	0.780	-0.343	2.043***	2.329***
	(0.471)	(0.514)	(0.515)	(0.674)	(0.755)	(0.759)
/cut3	-1.117**	1.361***	1.438***	3.749***	6.267***	6.676***
	(0.466)	(0.512)	(0.512)	(0.682)	(0.776)	(0.781)
/cut4	-0.213	2.288***	2.384***			
	(0.461)	(0.510)	(0.510)			
/cut5	0.823*	3.360***	3.493***			
	(0.460)	(0.511)	(0.511)			
/cut6	1.902***	4.480***	4.652***			
	(0.460)	(0.511)	(0.512)			
/cut7	3.421***	6.085***	6.326***			
	(0.463)	(0.516)	(0.517)			
/cut8	4.074***	6.789***	7.066***			
	(0.466)	(0.521)	(0.522)			
Pseudo R^2	0.13	0.15	0.17	0.31	0.34	0.36

Log L	-3865.32	-3765.45	-3667.72	-910.21	-878.27	-855.48
Observations	2,854	2,854	2,854	2,854	2,854	2,854

Omitted benchmark: male, primary education, first income decile, student, no children, very poor self-assessed-health living in Abruzzo region. Robust standard errors in parentheses. *** p<0.01, ** p<0.05, * p<0.1.

Graphics of Table 9 findings

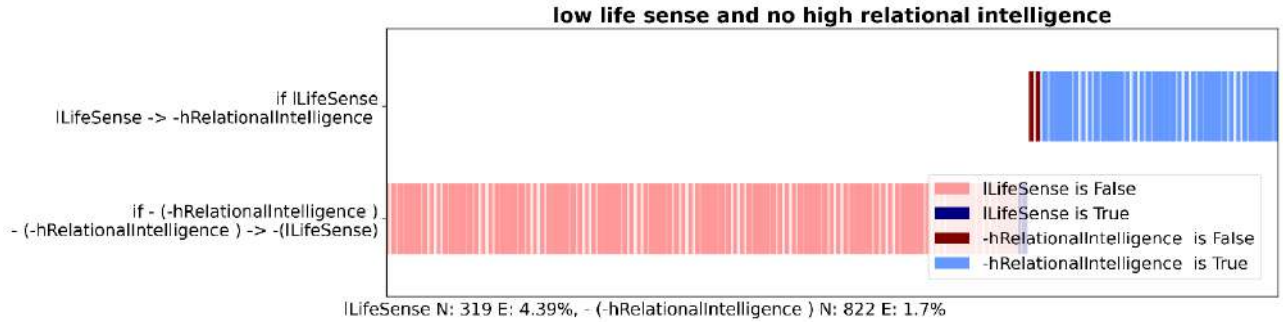


Figure 3.1 Low life sense and no high relational intelligence

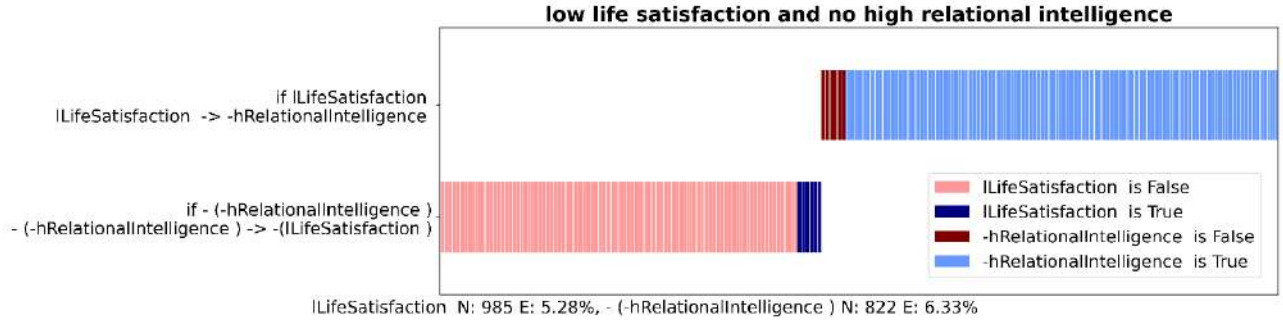


Figure 3.2 low life satisfaction and no high relational intelligence

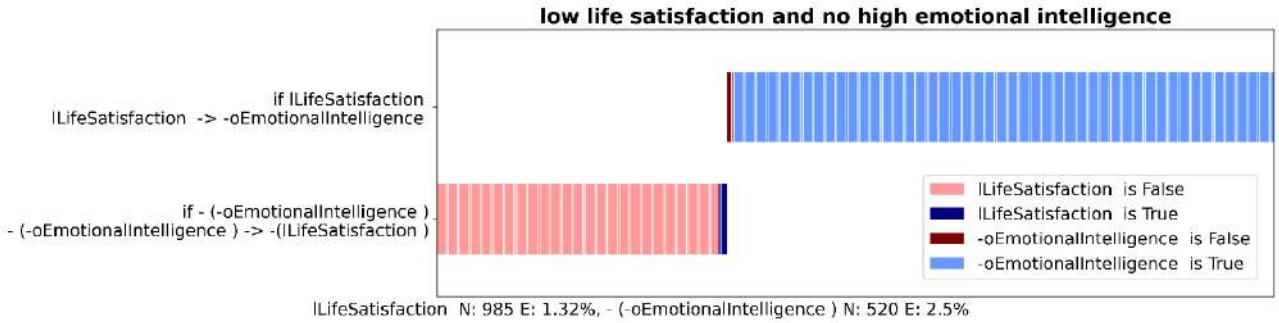


Figure 1.3 low life satisfaction and no high emotional intelligence

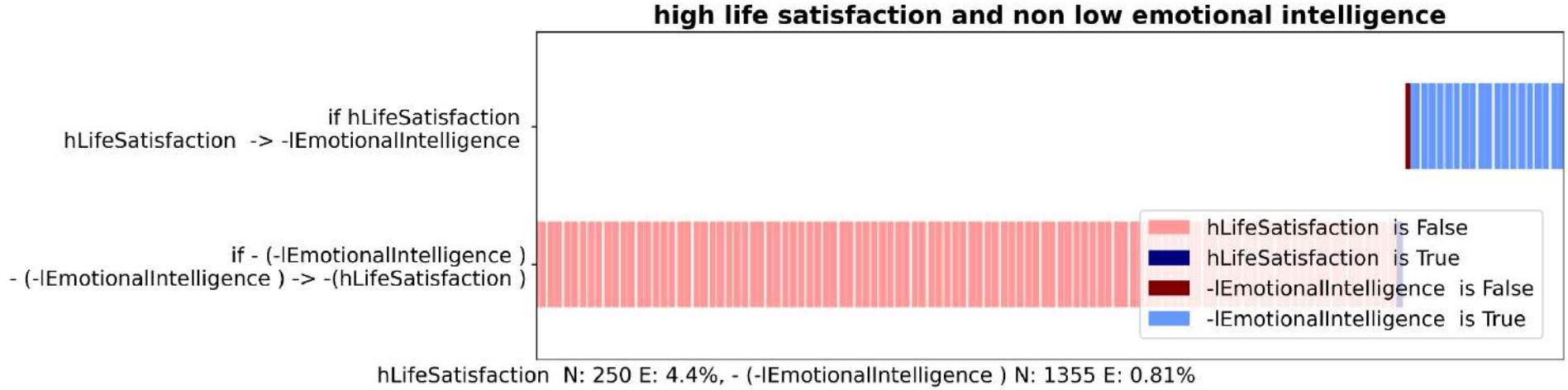


Figure 3. 2 high life satisfaction and non low emotional intelligence

Figure 3. 3 high life satisfaction and non low relational intelligence

Figure3. 4 high life sense and no low emotional intelligence

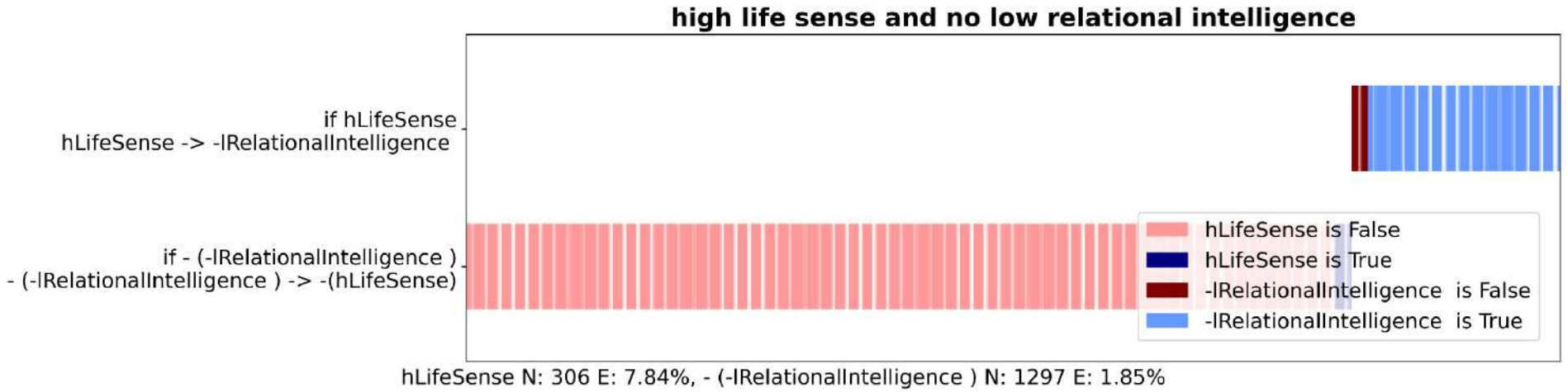


Figure 3.5 highlife sense and no low relational intelligence

Table 7 Relational intelligence, emotional intelligence and subjective wellbeing. Robustness check on relational intelligence – individuals not reporting income are included

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
VARIABLES	Life satisfaction	Life sense	Life satisfaction	Life sense	Life satisfaction	Life sense	Life satisfaction	Life sense
Emotional intelligence 2	0.140***	0.404***						
	(0.0516)	(0.0862)						
Emotional intelligence 3			0.228***	0.522***				
			(0.0532)	(0.0909)				
Emotional intelligence 4					0.507***	0.753***		
					(0.0542)	(0.0938)		
Emotional intelligence 5							0.632***	0.801***
							(0.0556)	(0.0972)
Relational Intelligence	0.335***	0.442***	0.291***	0.381***	0.162***	0.284***	0.0868*	0.239***
	(0.0435)	(0.0712)	(0.0451)	(0.0738)	(0.0452)	(0.0747)	(0.0468)	(0.0777)

Female	-0.0313	-0.0480	-0.0290	-0.0438	-0.0256	-0.0434	-0.0227	-0.0430
	(0.0331)	(0.0556)	(0.0331)	(0.0556)	(0.0331)	(0.0558)	(0.0331)	(0.0557)
Age	0.000495***	0.000483***	0.000493***	0.000468***	0.000481***	0.000437***	0.000476***	0.000426***
	(8.08e-05)	(0.000131)	(8.07e-05)	(0.000131)	(8.08e-05)	(0.000132)	(8.10e-05)	(0.000132)
$[Age]^2$	0.0436***	0.176***	0.0420***	0.174***	0.0361**	0.169***	0.0341**	0.169***
	(0.0160)	(0.0250)	(0.0160)	(0.0250)	(0.0160)	(0.0250)	(0.0160)	(0.0250)
Stable relationship	0.0436***	0.176***	0.0420***	0.174***	0.0361**	0.169***	0.0341**	0.169***
	(0.0160)	(0.0250)	(0.0160)	(0.0250)	(0.0160)	(0.0250)	(0.0160)	(0.0250)
One child	0.184***	-0.0101	0.189***	-0.00568	0.200***	-0.00318	0.204***	-0.00493
	(0.0607)	(0.100)	(0.0610)	(0.101)	(0.0614)	(0.102)	(0.0613)	(0.102)
Two children	0.189***	0.418***	0.203***	0.441***	0.228***	0.452***	0.231***	0.442***
	(0.0641)	(0.104)	(0.0645)	(0.105)	(0.0647)	(0.106)	(0.0646)	(0.106)
Three children	0.268***	0.647***	0.290***	0.683***	0.325***	0.702***	0.343***	0.705***
	(0.0839)	(0.148)	(0.0845)	(0.149)	(0.0846)	(0.150)	(0.0845)	(0.150)
More than three children	0.290	0.670	0.307	0.705	0.332	0.717	0.338	0.725
	(0.349)	(0.550)	(0.349)	(0.548)	(0.347)	(0.561)	(0.349)	(0.573)
Secondary education	0.469***	0.223**	0.469***	0.227***	0.464***	0.223**	0.470***	0.224***
	(0.0522)	(0.0869)	(0.0522)	(0.0867)	(0.0519)	(0.0865)	(0.0518)	(0.0863)
Tertiary education	0.948***	0.716***	0.948***	0.714***	0.931***	0.688***	0.934***	0.688***
	(0.0730)	(0.111)	(0.0731)	(0.111)	(0.0731)	(0.111)	(0.0730)	(0.111)
Houseworker	-0.394	-0.341	-0.402	-0.362	-0.429*	-0.388	-0.441*	-0.381
	(0.244)	(0.333)	(0.244)	(0.335)	(0.242)	(0.330)	(0.241)	(0.328)
Retired	0.128	0.146	0.122	0.133	0.0908	0.0821	0.0681	0.0672
	(0.159)	(0.213)	(0.160)	(0.212)	(0.158)	(0.210)	(0.157)	(0.209)
Emoployed	0.511***	0.230	0.504***	0.213	0.470***	0.162	0.447***	0.147
	(0.152)	(0.195)	(0.153)	(0.195)	(0.151)	(0.192)	(0.150)	(0.190)
Unemployed	0.515***	-0.0280	0.514***	-0.0303	0.489***	-0.0718	0.463***	-0.0974
	(0.143)	(0.174)	(0.143)	(0.174)	(0.141)	(0.171)	(0.140)	(0.169)
Income decile 2	-0.0110	0.240**	-0.0278	0.211*	-0.0633	0.183*	-0.0773	0.185*
	(0.0658)	(0.110)	(0.0661)	(0.111)	(0.0657)	(0.111)	(0.0659)	(0.111)
Income decile 3	-0.431***	0.114	-0.454***	0.0741	-0.499***	0.0449	-0.513***	0.0558
	(0.0673)	(0.116)	(0.0680)	(0.117)	(0.0680)	(0.118)	(0.0680)	(0.118)
Income decile 4	-0.329***	0.315**	-0.359***	0.261**	-0.424***	0.212*	-0.448***	0.212*
	(0.0666)	(0.126)	(0.0677)	(0.127)	(0.0675)	(0.128)	(0.0673)	(0.128)

Income decile 5	-0.304***	0.285**	-0.334***	0.230*	-0.393***	0.190	-0.416***	0.195
	(0.0710)	(0.121)	(0.0718)	(0.123)	(0.0713)	(0.124)	(0.0710)	(0.124)
Income decile 6	-0.220**	0.466***	-0.251***	0.414**	-0.327***	0.352**	-0.353***	0.350**
	(0.0937)	(0.171)	(0.0944)	(0.173)	(0.0947)	(0.177)	(0.0939)	(0.177)
Income decile 7	-0.558***	0.436*	-0.583***	0.395	-0.637***	0.360	-0.636***	0.392
	(0.143)	(0.251)	(0.143)	(0.254)	(0.143)	(0.260)	(0.143)	(0.259)
Income decile 8	-0.318***	0.0705	-0.346***	0.0223	-0.375***	0.00919	-0.358***	0.0606
	(0.120)	(0.213)	(0.121)	(0.213)	(0.122)	(0.215)	(0.122)	(0.215)
Income decile 9	0.717***	7.360***	0.659***	7.232***	0.703***	7.355***	0.607***	7.237***
	(0.102)	(0.272)	(0.104)	(0.273)	(0.102)	(0.273)	(0.104)	(0.273)
Income no answer	-0.533***	0.190**	-0.555***	0.149	-0.608***	0.109	-0.626***	0.112
	(0.0542)	(0.0944)	(0.0549)	(0.0950)	(0.0547)	(0.0953)	(0.0545)	(0.0949)
Income decile 10	-0.0288	6.003***	-0.0488	5.958***	-0.0726	5.941***	-0.0651	5.966***
	(0.0973)	(0.268)	(0.0978)	(0.268)	(0.0979)	(0.268)	(0.0978)	(0.268)
Heart diseases	0.0972	-0.164	0.0994	-0.160	0.115	-0.147	0.118	-0.150
	(0.0730)	(0.165)	(0.0729)	(0.164)	(0.0726)	(0.164)	(0.0728)	(0.164)
Hypertension	-0.261***	-0.0664	-0.267***	-0.0750	-0.271***	-0.0694	-0.275***	-0.0698
	(0.0479)	(0.0780)	(0.0479)	(0.0784)	(0.0479)	(0.0786)	(0.0479)	(0.0788)
Lung Diseases	0.0412	-0.414***	0.0419	-0.412***	0.0557	-0.390**	0.0613	-0.387**
	(0.0985)	(0.156)	(0.0986)	(0.156)	(0.0980)	(0.156)	(0.0985)	(0.156)
Cancer	-0.289**	-0.609***	-0.283**	-0.585***	-0.269*	-0.556***	-0.262*	-0.547***
	(0.139)	(0.211)	(0.139)	(0.211)	(0.138)	(0.212)	(0.138)	(0.212)
Artritis	0.0111	0.0480	0.00751	0.0454	0.00426	0.0498	0.00367	0.0526
	(0.0502)	(0.0872)	(0.0502)	(0.0871)	(0.0501)	(0.0880)	(0.0503)	(0.0884)
Asthma	-0.202***	-0.0346	-0.198***	-0.0248	-0.186***	-0.0103	-0.183**	-0.00741
	(0.0696)	(0.118)	(0.0699)	(0.118)	(0.0707)	(0.118)	(0.0713)	(0.119)
Alzheimer/Dementia	0.116	0.462	0.107	0.441	0.104	0.436	0.116	0.454
	(0.196)	(0.614)	(0.195)	(0.610)	(0.187)	(0.598)	(0.182)	(0.589)
Fibrocistis	-0.440***	0.0985	-0.422***	0.132	-0.354**	0.215	-0.338**	0.212
	(0.145)	(0.241)	(0.144)	(0.241)	(0.142)	(0.241)	(0.140)	(0.243)
Diabetes	-0.181***	-0.104	-0.182***	-0.106	-0.171***	-0.0896	-0.170***	-0.0922
	(0.0513)	(0.0864)	(0.0512)	(0.0866)	(0.0511)	(0.0872)	(0.0512)	(0.0873)
Ostheoporosis	-0.326***	-0.210**	-0.327***	-0.213**	-0.329***	-0.220**	-0.333***	-0.226**
	(0.0546)	(0.0901)	(0.0546)	(0.0905)	(0.0548)	(0.0912)	(0.0550)	(0.0917)

Self-Assessed-Health (fair)	0.496***	1.205***	0.478***	1.169***	0.431***	1.129***	0.405***	1.110***
	(0.128)	(0.189)	(0.128)	(0.190)	(0.127)	(0.192)	(0.128)	(0.192)
Self-Assessed-Health (goof)	0.888***	1.788***	0.865***	1.746***	0.800***	1.690***	0.763***	1.661***
	(0.140)	(0.209)	(0.140)	(0.210)	(0.140)	(0.212)	(0.140)	(0.213)
Self-Assessed-Health (very good)	0.770***	3.422***	0.739***	3.367***	0.672***	3.330***	0.631**	3.300***
	(0.258)	(0.279)	(0.258)	(0.279)	(0.258)	(0.280)	(0.258)	(0.280)
Self-Assessed-Health (excellent)	1.574***	2.161***	1.546***	2.108***	1.475***	2.045***	1.428***	2.003***
	(0.145)	(0.216)	(0.145)	(0.216)	(0.145)	(0.219)	(0.145)	(0.220)
Basilicata	0.310**	0.173	0.311**	0.176	0.301**	0.154	0.311**	0.168
	(0.145)	(0.211)	(0.145)	(0.210)	(0.145)	(0.207)	(0.144)	(0.206)
Calabria	-0.123	-0.148	-0.126	-0.158	-0.136	-0.179	-0.135	-0.180
	(0.0920)	(0.145)	(0.0921)	(0.145)	(0.0923)	(0.147)	(0.0924)	(0.147)
Campania	-0.100	-0.0315	-0.101	-0.0328	-0.114	-0.0564	-0.115	-0.0632
	(0.0946)	(0.148)	(0.0947)	(0.149)	(0.0949)	(0.151)	(0.0948)	(0.152)
Emilia-Romagna	0.0351	0.114	0.0371	0.118	0.0267	0.0945	0.0268	0.0915
	(0.0949)	(0.150)	(0.0949)	(0.150)	(0.0946)	(0.153)	(0.0945)	(0.153)
Friuli-Venezia-Giulia	-0.103	-0.124	-0.103	-0.119	-0.107	-0.127	-0.106	-0.126
	(0.109)	(0.152)	(0.109)	(0.152)	(0.108)	(0.151)	(0.108)	(0.151)
Lazio	0.0366	-0.128	0.0361	-0.127	0.0230	-0.146	0.0209	-0.152
	(0.0921)	(0.136)	(0.0921)	(0.136)	(0.0920)	(0.137)	(0.0919)	(0.138)
Liguria	0.171*	-0.0447	0.175*	-0.0374	0.174*	-0.0524	0.182*	-0.0438
	(0.103)	(0.152)	(0.103)	(0.152)	(0.103)	(0.154)	(0.103)	(0.155)
Lombardia	0.112	-0.0186	0.113	-0.0161	0.110	-0.0256	0.117	-0.0218
	(0.0860)	(0.124)	(0.0861)	(0.125)	(0.0861)	(0.126)	(0.0860)	(0.126)
Marche	0.0273	-0.299	0.0302	-0.290	0.0287	-0.300	0.0374	-0.301
	(0.138)	(0.188)	(0.138)	(0.186)	(0.137)	(0.185)	(0.138)	(0.186)
Molise	0.114	-0.315	0.112	-0.316	0.0893	-0.349*	0.0842	-0.352*
	(0.144)	(0.205)	(0.144)	(0.206)	(0.143)	(0.208)	(0.144)	(0.208)
Piemonte	0.0863	-0.0294	0.0878	-0.0243	0.0826	-0.0373	0.0871	-0.0358
	(0.0906)	(0.136)	(0.0907)	(0.136)	(0.0908)	(0.137)	(0.0907)	(0.137)
Puglia	-0.00444	-0.0621	-0.00719	-0.0678	-0.0228	-0.0952	-0.0246	-0.0959
	(0.0899)	(0.124)	(0.0899)	(0.124)	(0.0900)	(0.125)	(0.0900)	(0.126)
Sardegna	0.00454	-0.0899	0.00437	-0.0854	-0.00472	-0.0992	-0.00443	-0.0988
	(0.0943)	(0.135)	(0.0944)	(0.136)	(0.0945)	(0.137)	(0.0945)	(0.138)

Sicilia	0.107	-0.105	0.103	-0.108	0.0764	-0.143	0.0728	-0.145
	(0.0915)	(0.130)	(0.0914)	(0.131)	(0.0913)	(0.132)	(0.0912)	(0.133)
Toscana	0.0113	-0.0217	0.0107	-0.0218	0.00353	-0.0354	0.00684	-0.0326
	(0.0891)	(0.132)	(0.0891)	(0.133)	(0.0891)	(0.134)	(0.0890)	(0.135)
Trentino-Alto-Adige	-0.0319	-0.114	-0.0335	-0.119	-0.0448	-0.138	-0.0381	-0.127
	(0.103)	(0.160)	(0.103)	(0.160)	(0.103)	(0.161)	(0.102)	(0.161)
Umbria	0.147	0.0870	0.150	0.0913	0.157	0.0821	0.166	0.0809
	(0.129)	(0.202)	(0.128)	(0.203)	(0.128)	(0.203)	(0.127)	(0.203)
Valle d'Aosta	0.105	-0.0271	0.102	-0.0335	0.0754	-0.0833	0.0775	-0.0746
	(0.126)	(0.196)	(0.126)	(0.198)	(0.126)	(0.199)	(0.126)	(0.199)
Veneto	0.0449	0.00558	0.0442	0.00881	0.0371	-0.000579	0.0383	-3.80e-05
	(0.0843)	(0.118)	(0.0843)	(0.118)	(0.0843)	(0.119)	(0.0842)	(0.120)
/cut1	-1.018***	-1.501**	-0.926***	-1.375**	-0.620*	-1.109*	-0.530	-1.097*
	(0.329)	(0.621)	(0.329)	(0.621)	(0.328)	(0.620)	(0.328)	(0.615)
/cut2	-0.187	1.980***	-0.0928	2.105***	0.221	2.400***	0.315	2.388***
	(0.309)	(0.468)	(0.308)	(0.467)	(0.308)	(0.467)	(0.308)	(0.466)
/cut3	0.677**	6.101***	0.771**	6.244***	1.089***	6.583***	1.185***	6.580***
	(0.306)	(0.487)	(0.305)	(0.487)	(0.304)	(0.489)	(0.304)	(0.488)
/cut4	1.563***		1.656***		1.977***		2.076***	
	(0.304)		(0.304)		(0.303)		(0.303)	
/cut5	2.386***		2.479***		2.804***		2.907***	
	(0.306)		(0.305)		(0.304)		(0.304)	
/cut6	3.327***		3.421***		3.753***		3.860***	
	(0.307)		(0.306)		(0.305)		(0.305)	
/cut7	4.861***		4.959***		5.307***		5.423***	
	(0.310)		(0.309)		(0.308)		(0.309)	
/cut8	5.737***		5.837***		6.195***		6.314***	
	(0.319)		(0.318)		(0.317)		(0.318)	
Pseudo R^2	0.14	0.29	0.14	0.29	0.14	0.29	0.14	0.30
Log Likelihood	-7654.258	-1699.23	-7469.63	-1693.74	-6705.14	-2403.56	-7593.23	-1671.34
Observations	5,359	5,359	5,359	5,359	5,359	5,359	5,359	5,359

Emotional intelligence 2: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy and timeliness in understanding when talking with others. Emotional intelligence 3: emotional intelligence as a moving average of non-verbal language (awareness of non-

verbal messages sent and received), empathy, timeliness in understanding when to talk with others and thinking positive. Emotional intelligence 4: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), emphaty, timeliness in understanding when to talk with others, thinking positive and good mood. Emotional intelligence 5: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when to talk with others, thinking positive, good mood, putting enthusiasm in our action. Omitted benchmark: male, primary education, first income decile, student, no children, very poor self-assessed-health living in Abruzz0 region. Robust standard errors in parentheses. *** p<0.01, ** p<0.05, * p<0.1.

Table 8 Relational intelligence, emotional intelligence and subjective wellbeing. Robustness check on relational intelligence – individuals not reporting income are excluded

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
VARIABLES	Life satisfaction	Life sense	Life satisfaction	Life sense	Life satisfaction	Life sense	Life satisfaction	Life sense
Emotional intelligence 2	0.186***	0.339***						
	(0.0640)	(0.109)						
Emotional intelligence 3			0.292***	0.397***				
			(0.0657)	(0.115)				
Emotional intelligence 4					0.508***	0.540***		
					(0.0695)	(0.118)		
Emotional intelligence 5							0.606***	0.530***
							(0.0729)	(0.123)
Relational intelligence	0.482***	0.395***	0.430***	0.365***	0.336***	0.306***	0.274***	0.294***
	(0.0611)	(0.0974)	(0.0629)	(0.101)	(0.0636)	(0.101)	(0.0659)	(0.105)
Female	0.0193	0.0161	0.0246	0.0215	0.0296	0.0219	0.0339	0.0217
	(0.0473)	(0.0800)	(0.0474)	(0.0800)	(0.0474)	(0.0802)	(0.0473)	(0.0799)
Age	-0.0718***	-0.0520**	-0.0723***	-0.0514**	-0.0721***	-0.0494**	-0.0727***	-0.0492**
	(0.0139)	(0.0226)	(0.0139)	(0.0226)	(0.0138)	(0.0227)	(0.0139)	(0.0227)
$[Age]^2$	0.000837***	0.000336	0.000837***	0.000326	0.000828***	0.000300	0.000832***	0.000298
	(0.000132)	(0.000218)	(0.000132)	(0.000219)	(0.000132)	(0.000219)	(0.000132)	(0.000220)
Stable relationship	0.0655***	0.319***	0.0632**	0.317***	0.0561**	0.311***	0.0539**	0.311***
	(0.0253)	(0.0431)	(0.0253)	(0.0431)	(0.0252)	(0.0431)	(0.0253)	(0.0430)

One child	0.302***	-0.0731	0.308***	-0.0691	0.324***	-0.0615	0.330***	-0.0623
	(0.0731)	(0.116)	(0.0737)	(0.117)	(0.0744)	(0.117)	(0.0743)	(0.117)
Two children	0.135	0.370***	0.152*	0.386***	0.178**	0.396***	0.179**	0.384***
	(0.0843)	(0.129)	(0.0848)	(0.129)	(0.0853)	(0.129)	(0.0850)	(0.129)
Three children	0.219*	0.592***	0.251**	0.623***	0.287**	0.639***	0.304***	0.636***
	(0.113)	(0.179)	(0.114)	(0.181)	(0.115)	(0.181)	(0.114)	(0.181)
More than three children	0.751*	1.382**	0.762*	1.387**	0.789*	1.404**	0.794*	1.406*
	(0.451)	(0.694)	(0.449)	(0.701)	(0.443)	(0.716)	(0.444)	(0.725)
Secondary education	0.171	5.492***	0.146	5.447***	0.142	5.452***	0.146	5.457***
	(0.141)	(0.314)	(0.142)	(0.315)	(0.142)	(0.316)	(0.142)	(0.315)
Tertiary education	0.570***	0.141	0.575***	0.150	0.571***	0.145	0.579***	0.149
	(0.0810)	(0.131)	(0.0807)	(0.131)	(0.0802)	(0.131)	(0.0800)	(0.130)
Houseworker	1.352***	0.605	1.359***	0.611	1.351***	0.596	1.349***	0.596
	(0.332)	(0.447)	(0.332)	(0.445)	(0.331)	(0.444)	(0.329)	(0.442)
Retired	0.0828	-0.125	0.0875	-0.121	0.0846	-0.126	0.0798	-0.128
	(0.312)	(0.370)	(0.313)	(0.369)	(0.312)	(0.365)	(0.310)	(0.364)
Emoployed	0.533*	-0.00226	0.537*	-0.000960	0.527*	-0.0127	0.525*	-0.0135
	(0.305)	(0.359)	(0.306)	(0.357)	(0.305)	(0.354)	(0.303)	(0.352)
Unemployed	0.425	-0.380	0.433	-0.370	0.427	-0.379	0.414	-0.392
	(0.289)	(0.337)	(0.290)	(0.335)	(0.290)	(0.331)	(0.288)	(0.329)
Income decile 2	-0.0416	0.105	-0.0630	0.0850	-0.0888	0.0713	-0.0992	0.0760
	(0.0714)	(0.114)	(0.0719)	(0.115)	(0.0716)	(0.115)	(0.0717)	(0.115)
Income decile 3	-0.512***	-0.0181	-0.543***	-0.0476	-0.576***	-0.0602	-0.587***	-0.0500
	(0.0784)	(0.127)	(0.0795)	(0.129)	(0.0797)	(0.129)	(0.0796)	(0.128)
Income decile 4	-0.329***	0.198	-0.369***	0.157	-0.417***	0.131	-0.436***	0.136
	(0.0789)	(0.136)	(0.0805)	(0.138)	(0.0805)	(0.139)	(0.0804)	(0.138)
Income decile 5	-0.186**	0.144	-0.228***	0.101	-0.267***	0.0854	-0.287***	0.0908
	(0.0845)	(0.139)	(0.0858)	(0.142)	(0.0856)	(0.142)	(0.0855)	(0.142)
Income decile 6	-0.0445	0.265	-0.0838	0.224	-0.132	0.197	-0.155	0.197
	(0.114)	(0.202)	(0.115)	(0.205)	(0.115)	(0.207)	(0.115)	(0.207)
Income decile 7	-0.383**	0.228	-0.414***	0.197	-0.440***	0.190	-0.440***	0.208
	(0.157)	(0.294)	(0.158)	(0.297)	(0.158)	(0.300)	(0.158)	(0.300)
Income decile 8	-0.178	-0.0785	-0.210	-0.113	-0.208	-0.0958	-0.193	-0.0689
	(0.139)	(0.240)	(0.141)	(0.241)	(0.141)	(0.241)	(0.141)	(0.240)

Income decile 9	1.128***	6.868***	1.059***	6.766***	1.138***	6.868***	1.040***	6.772***
	(0.149)	(0.319)	(0.151)	(0.320)	(0.149)	(0.319)	(0.150)	(0.319)
Heart diseases	0.0649	-0.0473	0.0676	-0.0437	0.0703	-0.0425	0.0755	-0.0422
	(0.121)	(0.161)	(0.121)	(0.161)	(0.121)	(0.161)	(0.121)	(0.162)
Hypertension	-0.113	-0.309*	-0.107	-0.303	-0.0918	-0.294	-0.0943	-0.299
	(0.0969)	(0.187)	(0.0967)	(0.186)	(0.0959)	(0.186)	(0.0958)	(0.186)
Lung Diseases	-0.239***	-0.0147	-0.247***	-0.0196	-0.257***	-0.0188	-0.265***	-0.0220
	(0.0672)	(0.102)	(0.0671)	(0.103)	(0.0668)	(0.103)	(0.0668)	(0.103)
Cancer	-0.0183	-0.477**	-0.0176	-0.476**	-0.00265	-0.457**	0.00162	-0.456**
	(0.138)	(0.208)	(0.138)	(0.207)	(0.137)	(0.207)	(0.138)	(0.207)
Artritis	-0.0986	-0.746***	-0.0913	-0.724***	-0.0890	-0.719***	-0.0893	-0.714***
	(0.193)	(0.253)	(0.193)	(0.252)	(0.192)	(0.252)	(0.192)	(0.252)
Asthma	-0.185**	0.190	-0.191**	0.189	-0.191**	0.191	-0.194**	0.193
	(0.0761)	(0.120)	(0.0759)	(0.120)	(0.0756)	(0.120)	(0.0757)	(0.120)
Alzheimer/Dementia	-0.289***	-0.262	-0.288***	-0.257	-0.288***	-0.262	-0.297***	-0.268
	(0.110)	(0.199)	(0.110)	(0.199)	(0.111)	(0.199)	(0.111)	(0.199)
Fibrocistis	-0.0130	-0.0390	-0.0179	-0.0446	-0.0131	-0.0428	0.00841	-0.0193
	(0.206)	(0.377)	(0.209)	(0.379)	(0.212)	(0.387)	(0.213)	(0.385)
Diabetes	-0.848***	0.170	-0.819***	0.199	-0.749***	0.258	-0.739***	0.249
	(0.198)	(0.282)	(0.197)	(0.282)	(0.195)	(0.280)	(0.193)	(0.282)
Ostheoporosis	-0.223***	-0.0506	-0.222***	-0.0502	-0.208***	-0.0336	-0.206***	-0.0344
	(0.0769)	(0.108)	(0.0767)	(0.108)	(0.0764)	(0.108)	(0.0764)	(0.108)
Self-Assessed-Health (fair)	0.0360	-0.405***	0.0358	-0.405***	0.0378	-0.403***	0.0345	-0.406***
	(0.0790)	(0.126)	(0.0788)	(0.126)	(0.0786)	(0.126)	(0.0787)	(0.127)
Self-Assessed-Health (goof)	0.929***	1.317***	0.903***	1.283***	0.860***	1.253***	0.835***	1.243***
	(0.186)	(0.255)	(0.186)	(0.256)	(0.185)	(0.256)	(0.185)	(0.258)
Self-Assessed-Health (very good)	1.401***	1.981***	1.370***	1.942***	1.309***	1.895***	1.273***	1.879***
	(0.206)	(0.292)	(0.206)	(0.292)	(0.205)	(0.293)	(0.206)	(0.294)
Self-Assessed-Health (excellent)	2.414***	3.173***	2.375***	3.114***	2.303***	3.055***	2.266***	3.034***
	(0.286)	(0.416)	(0.286)	(0.415)	(0.285)	(0.418)	(0.285)	(0.418)
Basilicata	0.926***	0.853***	0.927***	0.859***	0.898***	0.828***	0.907***	0.841***
	(0.115)	(0.186)	(0.115)	(0.186)	(0.115)	(0.186)	(0.115)	(0.185)
Calabria	0.477**	-0.0238	0.480**	-0.0217	0.474**	-0.0292	0.492**	-0.0161
	(0.200)	(0.272)	(0.199)	(0.271)	(0.198)	(0.267)	(0.197)	(0.266)

Campania	-0.196	-0.294	-0.198	-0.300	-0.201	-0.302	-0.199	-0.303
	(0.129)	(0.192)	(0.130)	(0.193)	(0.130)	(0.194)	(0.131)	(0.194)
Emilia-Romagna	-0.116	0.0419	-0.113	0.0429	-0.124	0.0319	-0.122	0.0290
	(0.131)	(0.202)	(0.131)	(0.204)	(0.132)	(0.206)	(0.132)	(0.206)
Friuli-Venezia-Giulia	-0.0198	0.281	-0.0110	0.289	-0.0182	0.276	-0.0177	0.271
	(0.139)	(0.212)	(0.139)	(0.213)	(0.139)	(0.214)	(0.139)	(0.215)
Lazio	-0.0724	-0.235	-0.0640	-0.224	-0.0541	-0.219	-0.0476	-0.216
	(0.147)	(0.225)	(0.147)	(0.223)	(0.146)	(0.222)	(0.145)	(0.223)
Liguria	0.155	-0.224	0.160	-0.219	0.152	-0.228	0.151	-0.235
	(0.126)	(0.184)	(0.126)	(0.185)	(0.126)	(0.186)	(0.126)	(0.186)
Lombardia	0.109	-0.0554	0.122	-0.0453	0.131	-0.0464	0.134	-0.0511
	(0.141)	(0.212)	(0.141)	(0.212)	(0.142)	(0.213)	(0.142)	(0.214)
Marche	0.122	-0.0673	0.128	-0.0630	0.126	-0.0669	0.134	-0.0665
	(0.123)	(0.167)	(0.124)	(0.168)	(0.124)	(0.168)	(0.124)	(0.169)
Molise	0.245	-0.292	0.251	-0.293	0.252	-0.300	0.263	-0.304
	(0.187)	(0.246)	(0.187)	(0.248)	(0.185)	(0.250)	(0.186)	(0.251)
Piemonte	0.0272	-0.295	0.0219	-0.298	0.0111	-0.315	0.00944	-0.318
	(0.200)	(0.316)	(0.201)	(0.318)	(0.201)	(0.319)	(0.201)	(0.318)
Puglia	0.142	-0.104	0.152	-0.0985	0.155	-0.103	0.165	-0.102
	(0.129)	(0.185)	(0.130)	(0.185)	(0.130)	(0.186)	(0.130)	(0.187)
Sardegna	0.0745	-0.102	0.0732	-0.107	0.0676	-0.117	0.0673	-0.118
	(0.127)	(0.172)	(0.127)	(0.172)	(0.127)	(0.172)	(0.127)	(0.173)
Sicilia	0.0144	-0.126	0.0169	-0.121	0.0188	-0.123	0.0212	-0.125
	(0.133)	(0.199)	(0.134)	(0.200)	(0.134)	(0.200)	(0.135)	(0.200)
Toscana	0.144	-0.207	0.144	-0.207	0.123	-0.232	0.119	-0.233
	(0.133)	(0.188)	(0.133)	(0.188)	(0.133)	(0.189)	(0.133)	(0.190)
Trentino-Alto-Adige	0.0619	0.0261	0.0649	0.0292	0.0628	0.0237	0.0692	0.0270
	(0.130)	(0.187)	(0.130)	(0.187)	(0.131)	(0.188)	(0.130)	(0.188)
Umbria	-0.156	-0.151	-0.155	-0.155	-0.162	-0.167	-0.153	-0.158
	(0.141)	(0.197)	(0.141)	(0.199)	(0.140)	(0.200)	(0.140)	(0.201)
Valle d'Aosta	-0.0687	0.365	-0.0645	0.364	-0.0641	0.355	-0.0604	0.349
	(0.204)	(0.284)	(0.202)	(0.287)	(0.201)	(0.291)	(0.201)	(0.290)
Veneto	0.201	-0.206	0.192	-0.209	0.162	-0.246	0.163	-0.237
	(0.180)	(0.282)	(0.180)	(0.286)	(0.179)	(0.287)	(0.178)	(0.288)

/cut1	-0.558	-1.916**	-0.453	-1.849**	-0.217	-1.659*	-0.174	-1.712**
	(0.532)	(0.855)	(0.537)	(0.856)	(0.539)	(0.855)	(0.539)	(0.854)
/cut2	0.232	1.823**	0.344	1.874**	0.591	2.078***	0.641	2.003***
	(0.512)	(0.749)	(0.514)	(0.750)	(0.515)	(0.750)	(0.515)	(0.751)
/cut3	0.885*	6.025***	0.997*	6.084***	1.246**	6.308***	1.297**	6.228***
	(0.509)	(0.767)	(0.511)	(0.769)	(0.512)	(0.770)	(0.512)	(0.771)
/cut4	1.806***		1.918***		2.170***		2.224***	
	(0.506)		(0.509)		(0.510)		(0.510)	
/cut5	2.865***		2.977***		3.236***		3.295***	
	(0.507)		(0.509)		(0.511)		(0.511)	
/cut6	3.970***		4.085***		4.351***		4.413***	
	(0.507)		(0.509)		(0.511)		(0.511)	
/cut7	5.545***		5.665***		5.946***		6.015***	
	(0.511)		(0.513)		(0.515)		(0.515)	
/cut8	6.234***		6.359***		6.646***		6.717***	
	(0.516)		(0.518)		(0.520)		(0.520)	
Pseudo R^2	0.144	0.334	0.146	0.336	0.150	0.339	0.152	0.338
Log Likelihood	-3803.29	-884.37	-3797.39	-882.88	-3778.25	-878.12	-3769.09	-879.02
Observations	2,854	2,854	2,854	2,854	2,854	2,854	2,854	2,854

Emotional intelligence 2: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy and timeliness in understanding when talking with others. Emotional intelligence 3: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when to talk with others and thinking positive. Emotional intelligence 4: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), emphaty, timeliness in understanding when to talk with others, thinking positive and good mood. Emotional intelligence 5: emotional intelligence as a moving average of non-verbal language (awareness of non-verbal messages sent and received), empathy, timeliness in understanding when to talk with others, thinking positive, good mood, putting enthusiasm in our action. Omitted benchmark: male, primary education, first income decile, student, no children, very poor self-assessed-health living in Abruzz0 region. Robust standard errors in parentheses. *** p<0.01, ** p<0.05, * p<0.1.

Table 9 Generalised Structural Equation model

VARIABLES	(1) First stage Relational intelligence	(2) First stage Emotional intelligence	(3) Second stage Very happy	(4) /
Mean region/education relational intelligence	0.853***			
	(0.134)			
Mean region/education emotional intelligence		0.956***		
		(0.140)		
Relational intelligence			0.503***	
			(0.124)	
Emotional intelligence			1.335***	
			(0.158)	
Female	-0.00264	-0.0138	-0.368***	
	(0.0129)	(0.0104)	(0.0860)	
Age	-0.00967***	-0.00549**	-0.0775***	
	(0.00294)	(0.00237)	(0.0189)	
$[Age]^2$	5.03e-05*	4.91e-05**	0.00111***	
	(2.95e-05)	(2.37e-05)	(0.000189)	
Stable relationship	0.0404***	0.0393***	0.224***	
	(0.00558)	(0.00450)	(0.0374)	
One child	-0.0703***	-0.0651***	0.770***	
	(0.0240)	(0.0193)	(0.167)	
Two children	0.0169	-0.0581***	0.157	
	(0.0246)	(0.0198)	(0.161)	
Three children	-0.0268	-0.131***	0.495**	
	(0.0310)	(0.0249)	(0.200)	
More than three children	-0.281**	-0.242***	1.352*	
	(0.115)	(0.0930)	(0.711)	
Secondary education	0.0133	-0.0580***	1.067***	
	(0.0194)	(0.0201)	(0.115)	
Tertiary education	0.0715**	-0.0446	1.439***	
	(0.0297)	(0.0326)	(0.179)	
Houseworker	0.0747	0.132***	-1.715***	
	(0.0632)	(0.0510)	(0.388)	

Retired	-0.0530	0.0411	-0.737**
	(0.0463)	(0.0373)	(0.293)
Emoployed	0.0459	0.113***	0.578**
	(0.0428)	(0.0345)	(0.272)
Unemployed	0.0459	0.0937***	0.545**
	(0.0380)	(0.0306)	(0.237)
Income decile 2	-0.0810***	0.0482**	-0.379**
	(0.0239)	(0.0193)	(0.148)
Income decile 3	-0.123***	0.0468**	-1.078***
	(0.0259)	(0.0209)	(0.169)
Income decile 4	-0.136***	0.101***	-1.015***
	(0.0277)	(0.0223)	(0.184)
Income decile 5	-0.220***	0.0435*	-1.074***
	(0.0294)	(0.0237)	(0.204)
Income decile 6	-0.161***	0.127***	-0.575*
	(0.0397)	(0.0320)	(0.331)
Income decile 7	-0.297***	-0.0435	14.57
	(0.0569)	(0.0458)	(771.5)
Income decile 8	-0.696***	-0.336***	14.24
	(0.0565)	(0.0454)	(793.5)
Income decile 9	-1.225***	-0.404	15.35
	(0.402)	(0.324)	(6,618)
Income decile 10	0.374	0.206	14.44
	(0.402)	(0.324)	(6,618)
Income decile no answer	-0.152***	0.0447***	-1.230***
	(0.0205)	(0.0165)	(0.132)
Heart diseases	-0.0234	-0.0500*	-0.464**
	(0.0325)	(0.0262)	(0.214)
Hypertension	-0.000309	0.0124	-0.744***
	(0.0173)	(0.0139)	(0.101)
Lung Diseases	-0.0475	-0.0495	0.0459
	(0.0387)	(0.0312)	(0.238)
Cancer	-0.0294	-0.0494	0.0155
	(0.0555)	(0.0447)	(0.368)

Artritis	0.163***	0.106***	-0.0389
	(0.0185)	(0.0149)	(0.114)
Asthma	0.0266	-0.0165	-0.281
	(0.0279)	(0.0225)	(0.173)
Alzheimer/Dementia	-0.113	-0.0666	-0.127
	(0.0866)	(0.0698)	(0.535)
Fibrocistis	0.225***	-0.0343	-1.204***
	(0.0577)	(0.0465)	(0.416)
Diabetes	0.00766	-0.0187	-0.409***
	(0.0195)	(0.0157)	(0.119)
Ostheoporosis	0.154***	0.0899***	-0.438***
	(0.0196)	(0.0158)	(0.119)
Basilicata	-0.0129	0.0166	0.518
	(0.0497)	(0.0398)	(0.327)
Calabria	-0.0195	-0.0115	-0.300
	(0.0366)	(0.0296)	(0.236)
Campania	-0.0345	0.00311	-0.0894
	(0.0351)	(0.0281)	(0.224)
Emilia-Romagna	-0.00516	-0.00616	0.446*
	(0.0368)	(0.0298)	(0.244)
Friuli-Venezia-Giulia	-0.0232	0.00427	-0.153
	(0.0404)	(0.0325)	(0.262)
Lazio	0.00435	0.00692	0.413*
	(0.0375)	(0.0295)	(0.243)
Liguria	0.00274	-0.00304	0.703***
	(0.0402)	(0.0324)	(0.271)
Lombardia	-0.0106	-0.00414	0.395*
	(0.0338)	(0.0271)	(0.223)
Marche	-0.0259	-0.00704	0.193
	(0.0492)	(0.0398)	(0.321)
Molise	-0.0220	0.0252	0.190
	(0.0497)	(0.0401)	(0.311)
Piemonte	-0.00705	-0.00114	0.554**
	(0.0374)	(0.0298)	(0.241)

Puglia	-0.0162	-0.0146	0.0993	
	(0.0354)	(0.0288)	(0.232)	
Sardegna	-0.0236	-0.00306	0.179	
	(0.0372)	(0.0301)	(0.242)	
Sicilia	-0.0304	-0.00716	0.190	
	(0.0351)	(0.0298)	(0.227)	
Toscana	0.00206	0.000163	0.0387	
	(0.0349)	(0.0282)	(0.229)	
Trentino-Alto-Adige	0.00877	-0.00868	-0.0559	
	(0.0406)	(0.0333)	(0.270)	
Umbria	0.0279	0.00814	0.441	
	(0.0492)	(0.0396)	(0.341)	
Valle d'Aosta	0.00185	0.00851	0.226	
	(0.0496)	(0.0397)	(0.326)	
Veneto	-0.00264	0.00266	0.151	
	(0.0337)	(0.0271)	(0.222)	
Self-Assessed-Health (fair)	0.198***	0.247***	0.441	
	(0.0472)	(0.0381)	(0.361)	
Self-Assessed-Health (goof)	0.104**	0.254***	1.093***	
	(0.0506)	(0.0408)	(0.376)	
Self-Assessed-Health (very good)	0.260***	0.383***	0.384	
	(0.0720)	(0.0580)	(0.489)	
Self-Assessed-Health (excellent)	0.221***	0.378***	2.657***	
	(0.0525)	(0.0423)	(0.393)	
var(e.intelligenza_relazionale_v2)				0.160***
				(0.00310)
var(e.intelligenza_emotiva_v2)				0.104***
				(0.00201)
Constant	0.675	-0.188	-6.966***	
	(0.511)	(0.491)	(0.764)	
Observations	5,359	5,359	5,359	5,359

We estimate a three-equation model where in the first two equations relational and emotional intelligence are regressed on mean region/education relational and emotional intelligence plus the set of control of our benchmark specification in (1) (excluding the instrumented variables). In the third equation a (0/1) dummy taking

value one for individuals declaring life satisfaction higher than 6 is regressed on the set of controls in (1). The three-equation system is estimated simultaneously with a Generalised Structural Equation Modelling approach. Robust standard errors in parentheses. *** p<0.01, ** p<0.05, * p<0.1.